

File 15:ABI/Inform(R) 1971-2001/Jun 15  
(c) 2001 ProQuest Info&Learning  
File 275:Gale Group Computer DB(TM) 1983-2001/Jun 14  
(c) 2001 The Gale Group  
File 16:Gale Group PROMT(R) 1990-2001/Jun 14  
(c) 2001 The Gale Group  
File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group  
File 148:Gale Group Trade & Industry DB 1976-2001/Jun 14  
(c)2001 The Gale Group

Set	Items	Description
S1	486724	PROCUREMENT? OR EPROCUREMENT? OR (PROCUR? OR PURCHAS? OR B-ID? ? OR BIDDING OR BUY?) (3N) (GOODS OR SERVICE? ? OR EQUIPMENT OR MATERIALS OR SUPPLIES OR SCHEDULE()BASED OR RESOURCE?)
S2	26062	(BID? ? OR BIDDING) (3N) (MANAG? OR PROCESSING OR PROJECT? ? OR JOB? ?)
S3	507739	S1 OR S2
S4	4864024	ONLINE OR ON()LINE OR INTERNET OR INTRANET OR EXTRANET OR - NETWORK? OR VPN OR VPNS OR WAN OR WANS OR LAN OR LANS
S5	2127620	WEB OR WEBSITE? OR PORTAL? ? OR APPLICATION()SERVICE()PROV-IDER? ? OR ASP OR ASPS
S6	108147	S3(S) (S4 OR S5)
S7	227622	PROJECT? ? (3N) (MANAG? OR CONTROL?) OR PROJECT? ? (15N) (WORK-FLOW? OR (WORK OR PROCESS OR PROCESSES) (2N)FLOW? ? OR WORK()P-ROCESS?)
S8	2577341	PARAMETER? OR SPECIFICATION? OR SPECIFY? OR SPECIFIE? ? OR REQUIREMENT? OR DETAIL? ? OR TASKS
S9	569347	S8(5N) (PROJECT? ? OR TASK? ? OR PATH? OR TECHNICAL OR ENGI-NEERING OR PHYSICAL? OR FUNCTION? OR TEMPORAL? OR TIME? ? OR -TIMING OR SCHEDUL? OR GEOGRAPHIC? OR FINANCIAL OR COST?)
S10	69933	(REQUEST? OR INVIT?) (3N) (PROPOSAL? ? OR QUOTE? ? OR QUOTAT-ION? OR BID? ?) OR RFP OR RFPS OR ITB OR ITBS
S11	148465	(COMPAR? OR EVALUAT?) (3N) (PROPOSAL? ? OR BID? ? OR QUOTE? ? OR QUOTATION? OR RESPONSE? ? OR STATEMENT? OR ALTERNATIVE? OR COST? ?)
S12	858229	NEGOTIAT? OR RENEGOTIAT? OR (MANIPULAT? OR ADJUST? OR READ-JUST? OR ALTER? ? OR ALTERING OR ALTERATION? OR CHANG? OR MODI-F?) (3N) (PROPOSAL? OR BID? ?) OR ECONOMIES(1W)SCALE
S13	38363	RECONCILIATION? OR RECONCIL? (5N) (INVOICE? OR COST? ? OR EX-PENSE? OR PURCHASE()ORDER? ? OR PO OR ACCOUNT? ? OR STATEMENT-?)
S14	1567	S6(S)S7
S15	11	S14 AND S9(S)S10 AND (S11 OR S12 OR S13)
S16	2	S15 NOT PY>1999
S17	2	S16 NOT PD=>991001
S18	1	RD S17 (unique items)
S19	1722	PURCHASEPRO OR PURCHASE()PRO
S20	562	S19/TI, AB, DE, CO, LP
S21	117	S20 NOT (PY>1999 OR S17)
S22	46	S21 NOT PD=>991001
S23	28	RD S22 (unique items)
S24	3	S23 AND (S1 OR S2) AND (S10 OR S11 OR S12 OR S13)
S25	19	S6 AND S10 AND S11 AND S12 AND S13
S26	17	S25 NOT (PY>1999 OR S17 OR S24)
S27	17	S26 NOT PD=>991001
S28	12	RD S27 (unique items)
S29	2099	(S4 OR S5) (S)S7(S)S9
S30	120	S29(S) (S1 OR S2 OR S10)
S31	57	S30 NOT (PY>1999 OR S17 OR S24 OR S28)
S32	49	S31 NOT PD=>991001
S33	36	RD S32 (unique items)
S34	22	(S4 OR S5) (S)S7(S)S9(S)S10
S35	3	S34 NOT (PY>1999 OR S17 OR S24 OR S28 OR S33)
S36	1	S35 NOT PD=>991001
S37	362	(S4 OR S5) (S)S9(S)S10
S38	110	S37(S)PROJECT? ?
S39	28	S38 NOT (PY>1999 OR S17 OR S24 OR S28 OR S33 OR S36)

S40 26 S39 NOT PD=>991001  
 S41 21 RD S40 (unique items)  
 S42 4 S41 AND S7  
 S43 2687 EBUILDER OR E()BUILDER OR BUZZSAW()COM OR PROJECTNET OR MA-  
 RKETNET OR (PROJECT OR MARKET){}NET  
 S44 652 S43 AND (S1 OR S2 OR S7)  
 S45 214 S44/TI,AB,CO  
 S46 64 S45 NOT (PY>1999 OR S17 OR S24 OR S28 OR S33 OR S36 OR S42)  
 S47 43 S46 NOT PD=>991001  
 S48 32 RD S47 (unique items)  
 S49 11 S48 AND (S9 OR S10 OR S11 OR S12 OR S13)  
 S50 253 WELLOGIX OR WELLBID OR ENERSECTION  
 S51 12 S50 NOT (PY>1999 OR S17 OR S24 OR S28 OR S33 OR S36 OR S42  
 OR S49)  
 S52 4 S51 NOT PD=>991001  
 S53 2 RD S52 (unique items)  
 S54 1 AU="LIVESAY, JEFF"  
 S55 69 LIVESAY{1N}JEFF?  
 S56 6 (S54 OR S55) NOT (PY>1999 OR S17 OR S24 OR S28 OR S33 OR S-  
 36 OR S42 OR S49 OR S53)  
 S57 1 S56 NOT PD=>991001

18/3,K/1 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06649546 Supplier Number: 55801298 (USE FORMAT 7 FOR FULLTEXT)  
**Primavera and PurchasePro.com to Create E-Commerce Marketplace for  
Construction Industry; PrimeContract.com to Bring Together Construction  
Companies, Project Owners and Suppliers for Buying and Selling of  
Construction Materials, Business Supplies and Services.**

Business Wire, p0203

Sept 21, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1067

Primavera Systems, Inc., the leading developer of integrated, scalable, **project management** software solutions, today announced that it has formed a strategic partnership with PurchasePro.com (NASDAQ:PPRO), a leading provider of **online** business-to-business **procurement** solutions, to create PrimeContract.com(TM), an e-commerce marketplace for construction companies, subcontractors, project...

...everything arrives on-site in time. Additionally, contractors will have the ability to source globally, **evaluate** and propose **alternatives** and substitutes that meet performance specifications, lower their transaction costs, and eventually obtain lower prices...

...to approved contractors, or search for matching contractors according to attributes such as CSI (Construction **Specifications** Institute) classification, **geographic** location, specialty, minority status, licensing and bonding. Eligible contractors and suppliers are notified of pending...

24/3,K/1 (Item 1 from file: 16)  
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06652354 Supplier Number: 55815008 (USE FORMAT 7 FOR FULLTEXT)  
PurchasePro.com and Primavera Systems to Build 'PrimeContract.com'.  
PR Newswire, p0212  
Sept 21, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 905

PurchasePro.com and Primavera Systems to Build 'PrimeContract.com'.  
... marketplace will be designed to enable subscribers to take advantage of the Internet for the **purchase** of construction materials , business supplies, and services, allowing them to use this e-commerce solution to streamline sourcing...

...all sizes to achieve time and cost savings by using PrimeContract.com for project-based **procurement** ," stated Joel M. Koppelman, president of Primavera. "The added integration of Primavera's Expedition contract...

...to \$1.3 trillion by 2003.

This e-marketplace will be designed to streamline the **procurement** cycle for the construction industry members -- from sourcing to bidding to order to payment. The...

...to submit bid documents and specifications to solicit competitive bids for subcontracted work, route RFQs/RFPs to approved contractors, or search for matching contractors according to attributes such as CSI (Construction...

...solution will be designed to enable eligible contractors and suppliers to be notified of pending **project bids** and to respond electronically, with their responses organized into bid summary spreadsheets for review and ...

24/3,K/2 (Item 2 from file: 16)  
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06207693 Supplier Number: 54163310 (USE FORMAT 7 FOR FULLTEXT)  
Carnival Cruise Lines to Utilize Purchase Pro E-Marketplace's  
**Business-to-Business E-Commerce Solution.**  
PR Newswire, p9357  
March 22, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 344

(USE FORMAT 7 FOR FULLTEXT)  
Carnival Cruise Lines to Utilize Purchase Pro E-Marketplace's  
**Business-to-Business E-Commerce Solution.**

TEXT:  
LAS VEGAS, March 22 /PRNewswire/ -- **Purchase Pro** e-Marketplace announced today a newly developed affiliation with Carnival Cruise Lines. **Purchase Pro** , a full service business-to-business e-Commerce system, is a virtual electronic marketplace helping businesses realize the...

...level playing field in which small companies can compete fairly with Fortune 500 companies for **procurement** process business. By being a part of the **Purchase Pro** network, Carnival Cruise Lines will have access to a larger and more competitive database of...

... create a system of ultimate efficiency for communication and transaction. As a large and influential **service buyer** , Carnival Cruise Lines must be cost-conscious and constantly re-evaluate the vendors they utilize...

...and suppliers in corporate purchasing departments. Buyers have a powerful tool for efficient sourcing and **bid management**. Suppliers enjoy increased access to prospective buyers as well as an opportunity to sell new...

...in the course of doing business by eliminating time and money in paper chasing and **requests for quotes**.

Other prestigious clients on the Purchase Pro e-Marketplace include Nevada Power Company, Mirage Resorts...

24/3,K/3 (Item 3 from file: 16)  
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05283096 Supplier Number: 48046806 (USE FORMAT 7 FOR FULLTEXT)  
**Greentree Announces PurchaseSoft 2.0**  
Electronic Buyers' News, p076  
Oct 13, 1997  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 70

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...scope of its software solution, Greentree Software Inc., Minneapolis, has changed the name of GT **Purchase PRO**, a software solution for MRO **procurement**, operating **resource** management, and **materials** management, to **PurchaseSoft**.

PurchaseSoft is a full life-cycle suite of software that encompasses electronic catalogs, requisitioning, **requests for quotations**, **quotations** and analyses, purchasing, receiving, inventory management, fixed-asset management, and invoice management.

Copyright 1997 CMP...

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01058896 97-08290

**A new financial system - Keys to pain relief**

Webster, John D

Government Accountants Journal v44n2 PP: 35-48 Summer 1995

ISSN: 0883-1483 JRNL CODE: GAC

WORD COUNT: 4195

...TEXT: which I believe includes the following key elements: broad support, adequate project structure, defined requirements, **evaluated alternatives** and sufficient resources.

LC's project started with approval of a financial management strategic plan ... 500 plus requirements identified. From this list, the Library selected 45 critical, discerning requirements for **comparative analysis**. Three **alternatives** -- cross-servicing with another agency, upgrading the current system, or purchasing a new system -- were...

... The Library used the Letter of Interest (LOI) process to procure a system. While the **request for proposal (RFP)** process was considered, the Library determined that vendor supported financial systems were adequately represented on...  
...vendors.

Key factors involved in the development and issuance of the Library's LOI and **evaluation** of resulting **proposals** were:

- \* using a vendor reading room to assist with proposal preparation:
- \* adopting a mixed pricing...
- ...a comprehensive vendor questionnaire;
- \* conducting an operation capability demonstration (OCD): and
- \* conducting best and final **negotiations** .

Prior to issuance of the LOI, the Library announced a vendor reading room that contained... that "a contractor rarely says no;" that is, OCDs were absolutely essential to understand and **evaluate** vendor **responses** . For example, during the OCD process, the Library found a number of proposed solutions to...

...five-day period.(5)

Following the technical review process, the Library initiated best and final **negotiations** . This is an essential step that helped the Library achieve its objective of a "best...developing reports. Priority reports included status of funds, payroll detail, spending lines detail and several **reconciliation** reports. Standard Treasury reports (e.g., SF 224, SF 1219/1220) also received priority.

Finally...

... phase two project tasks. Tasks included developing automated interfaces to several program systems, rolling out **procurement** desktop functionality (primarily a paperless requisition process) to users and providing on - line access to a larger number of users (e.g., gift and trust fund managers).

Conclusion... effort. A good foundation consists of broad project support, adequate project structure, defined requirements and **evaluated alternatives** . Like a building, a financial system project will surely sink if it is built on...

...Congress, Alternatives Analysis Report, June 19, 1992.

5. The Library of Congress, Letter of Interest -- **Request for Proposal** for Financial Management System Software, July 12, 1993.

6. American Management Systems, Inc., Final FFS...

28/3,K/2 (Item 2 from file: 15)  
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00643178 92-58118  
**Moving Health Care Data Electronically**  
Shoor, Rita  
Business & Health v10n12 PP: 38-45 Oct 1992  
ISSN: 0739-9413 JRNL CODE: BNH  
WORD COUNT: 2893

...TEXT: encounters by provider. The system also will give information on claims history, including remittance and **reconciliation**. The centralized repository also will carry comprehensive medical dictionaries of diagnosis and treatment codes, standard...

... on Health are moving CHMIS from a functional concept to a working reality. Since the **requests** for **proposals** from the hardware, software, and **network** vendors that will eventually implement CHMIS in these two locations are just going out and...

...what Richard Sharpe, program director of the Hartford Foundation, refers to as true value-based **purchasing** of health care **services** based on effectiveness, appropriateness, and cost.  
The association in Seattle represents some 100 employers covering...

... represent about 50,000 employees and have a record of using aggregate buying power to **negotiate** cost-effective contracts with Memphis hospitals. Donna Miller, president and CEO of MBGH, sees CHMIS...The \$1 or \$2 per claim you save in paper costs with EDI doesn't **compare** with the **cost** of a lab test," Ackerman points out.

Another possibility might involve passively monitoring claims to...

28/3,K/3 (Item 1 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
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01674879 SUPPLIER NUMBER: 15068645 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
1994 market directory issue: more than 600 information technology company listings. (vendors of health technology-related products and services, organizations and events) (Directory)  
Health Management Technology, v15, n3, p14(113)  
Feb 15, 1994  
DOCUMENT TYPE: Directory LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT;  
ABSTRACT  
WORD COUNT: 69033 LINE COUNT: 06228

... Services  
A variety of consulting services are available including: Information Systems Strategic Planning, Departmental System **Evaluation**, **Cost**-Benefit Analysis, Numerous Educational Programs, Board and Medical Staff Presentations.

M. Brown & Associates 41 Rosedale...

...strengths and weaknesses. Address weaknesses through computer solutions. Conduct thorough needs assessment; solution search; system **evaluations**; **cost** benefit analysis; contract **negotiations**. Complete project management through implementation.

Bukstel & Halfpenny, Inc. 1100 Hector St., Ste. 396 Conshohocken, PA  
...feasibility studies, cost/benefit analyses, systems selection and

recommendations, computerized preparation of a client-customized **RFP** , with specific questions relating to applications, vendor support, equipment and contracts. Also, strategic planning, systems audits and contracts **negotiations** .

Compute-Rx, Inc. 4200 Park Place Ct. Glen Allen, VA 23060 (800) 879-1987; FAX:...

...offers a full line of services including central host support (CS-90) claims processing and **reconciliation** and software maintenance.

Connections Group, Ltd. 33 Wolf Trap Ct. Baltimore, MD 21236-2556 (410)...National All Hospitals; HMO/PPO/Managed Care; Long-term Care Information Systems Consulting: Project

Management, **RFP** Development, System Selection. Functional & Technical Specification Development, Interfaces, Programming, Policy & Procedure Development, System & User Documentation. Medical Record Consulting: System Needs Assessment, Medical Record System Selection, System Installation & Testing, Optical Imaging **RFP** Development.

Elan Systems, Inc. 415 Detroit St. Ste. 200 Ann Arbor, MI 48104 (313) 668...

...system needs and assess realizable benefits. Companion services include strategic and tactical planning, system specifications, **RFP** management, implementation plans, contract **negotiation** and implementation management. Also special expertise in laboratory.

Elcomp Systems, Inc. 681 Andersen Dr. Pittsburgh...Application: Chart Management, Correspondence Mgmt., Practice Mgmt. Hardware/Operating System: DOS, Windows

Supplying system design, **RFP** development, hardware, network support and application development to Industry and Healthcare users nationwide. Developer and...systems for hospitals, health centers, clinic and HMOs. In business since 1986. Specializes in contract **negotiation** but providers full range of services to include systems planning, vendor selection and implementation management...

...managed care contract terms, calculates expected reimbursement, flags underpayments, and produces payor logs under all **negotiated** payment arrangements. The system works with Medicare, Medicaid, CHAMPUS, etc., as well as managed care...supply costs. It stores confidential supply cost information for all subscriber facilities, allowing subscribers to **compare** their **costs** for supplies with other facilities and to identify the best prices on specific supplies.

Hospitals...600 beds. We specialise in long-range data processing planning, systems reviews, software selections, contract **negotiations** , systems implementation, system design, data processing management, computer security, and custom programming. Management engineering services...

Application: Outsourcing Hardware/Operating System:

All INS assists its hospital and insurance clients with outsourcing **negotiations** . Outsourcing contracts and **negotiations** require a unique skill and an in-depth understanding of the outsourcing, industry, hospital management and...with emphasis on operations improvement. The firm provides assistance with strategic, planning, vendor selection, contract **negotiation** , implementation planning, implementation support, project management, customization, management advisory support and facilities management.

Key Communications...Wieners Market: National All Hospitals; HMO/PPO/Managed Care Product Name: The Contract Manager, The **Negotiator** , The Auditor Primary Application: Managed care Hardware/Operating System: Varies; mainframe, RISC 6000 (IBM) and...to help individual decision makers recruit successful people quickly and economically, with guaranteed results. Written **proposals** are available upon **request** .

Modulus Data Systems 735 Palomar Ave. Sunnyvale, CA 94086 (408) 773-8686; FAX: (408) 732...comprehensive list of requirements, surveys users' needs, prepares a customized questionnaire on diskette and automatically **evaluates** vendors **response** in numerous reports and graphs. Available for HIS, lab, pharmacy, radiology, long-term care, QA... 600 beds Price Range: Hourly fee Telecommunication management including: system design and acquisition, long distance **negotiation** , outsourcing, voice/data integration.

RDD Corp. 3825 Academy Pkwy., South NE Albuquerque, NM 87109 (505)...



information to size the outpatient market, model managed care utilization, determine network sizing, and compare **quality** and cost.

**Salcris** Systems 800 Concourse Pkwy. Birmingham, AL 35244 (205) 444-5400 (800) 827-5444; FAX: (205)...Managed Care; Clinics/Group Practices; Physicians Only Total Installed: 500+ Price Range: On a price **quote** basis by **request** Product Name: ACCLAIM Medical System

ACCLAIM is an expandable, turnkey, PC-based medical billing system... of the telecommunications department including systems, services and risk assessment; Network Analysis and Design, PBX **services** for new **purchase** and existing systems. Peripheral Equipment, Disaster Recovery Planning, Service and Dispatch, Outsourcing, Help Line, and...Services can include development of short and long term goals, objectives and plans detailed specifications (RFPs), cost justification, vendor **negotiations**, and system installation and on-going implementation support.

Velocity Healthcare Informatics 10901 Red Circle Dr...

28/3,K/4 (Item 1 from file: 16)  
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06499703 Supplier Number: 55205644 (USE FORMAT 7 FOR FULLTEXT)

**Buyers' guide to software for purchasing.**

Purchasing, v127, n1, p193

July 15, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 5839

... 250-9600; Fax: (978) 250-8027; E-mail: sales@abs-software.com.

American Management Systems. **Procurement** Desktop takes advantage of the latest technologies to provide a flexible, comprehensive system for all phases of the purchasing life cycle. **Procurement** Desktop uses both client/server and **Web** architecture to leverage technical infrastructure. With **Procurement** Desktop, users may realize benefits of lowered costs, increased productivity, improved customer service, and streamlined...

...404) 264-5206; E-mail: ask@amsoftware.com.

American Tech. PurchasingNet-SQL is an enterprise **Web** -based **procurement** software package designed for mid-size to large organizations. System includes cross-platform, thin-client, **Web** -based requisitions; direct orders; POs; and desktop receiving. PurchasingNet-SQL features a proven, mature "back...

...contract leverage tools to advance procurement to a strategic level. With the company's Contracts & **Negotiation** System, users have capability to coordinate purchases globally, instantaneously, and at low cost. Features include...

...318-0400; Fax: (203) 245-3501; E-mail:  
info@analytix.global sourcing.net.

Aphellion. Electronic Competitive **Procurement** (ECP) software is developed for **procurement** pros and engineers in the process industries. ECP combines software, data, and the **Internet** to automate the purchasing cycle. It enables complete control and conduct of purchasing activities interactively with suppliers over the **Internet** under full security. ECP combines the user's database of suppliers with that of PetroPages Online Buyer's Guide. Tel: (281) 333-9800; Fax: (281) 333-9816; E-mail: ecp@petropages...

...entry and automatic conversion to POs); Inventory (inventory balances tracked at multiple inventory warehouse locations); **Request** for **Quotations** (RFQ generation for preferred suppliers, supplier bid entry, and conversion of successful suppliers' RFQ to...provided. Tel: (906) 405-2169; Fax: (905) 673-3037.

Concur Technologies. CompanyStore, a full-featured **intranet** -based **procurement** system automating purchasing processes across the enterprise, enables employees to easily order supplies and services...

...internal aspects of a company's procurement-card program. Software includes functions for streamlining: ordering, **reconciliation**, card & supplier administration, and receiving. Automation helps build volume in a p-card program, and...release helps institutional, government, manufacturing, and MRO purchasing organizations of all sizes manage their entire **procurement** cycle more efficiently. Single-user, multiuser **network**, client/server, thin client, and **Internet** -enabled versions are available. Tel: (800) 627-1218; Fax: (803) 407-0466; E-mail: dynamic...

...issue from stock. System features simple operation and on-screen help. Included modules are Requisitions, **Request for Quote**, Blanket Contracts, Purchase Order, Stock Room Control, Tool Kitting, Bill of Materials, Receiving, Cost Center...

...Site, is a client/server system that features online scheduling of maintenance crews, consignment inventory, **bid /quotation management**, contract purchasing, and vouchers from receipts. Site was developed using VB and supports SQL Server...

...277-0372; Fax: (334) 277-0557; E-mail: andy@informs.com.

Intelisys. Intelisys Electronic Commerce **Internet** -based **procurement** systems link buying organizations with their suppliers to streamline and automate the purchase of non-production **goods** and **services**. Authorized **buyers** can search, select, and place catalog orders from a desktop browser. Customized enterprisewide workflow eases...

...formatted reports with graphs. Software has applications in make-or-buy, outsourcing, policy impact assessment, **proposal evaluation**, information, technology procurement, feasibility studies, and more. Tel: (800) 920-1409; Fax: (208) 522-5401...

...freight auditing, and management reporting. Tel: (219) 272-8500; URL: logisticspro.com.

Loren Data. An **Internet** applications service provider (**ASP**) has designed eGOV.net for government buyers and sellers at all levels. eGOV.net provides a customizable suite of tools for servicing contracts, **request for quotes**, **request for proposals**, government purchasing cards, electronic catalogs, and other commonly used **procurement** instruments. eGOV.net is a 100% **Web** -based system that uses leading-edge technology to give users immediate access to more than...inventory control, requisitioning (with electronic approval), bill of materials, asset management, preventive maintenance, forms management, **request for quotation**, faxing, Internet, and e-mail connectivity kti. Tel: (800) 506-3366; E-mail: info@palmasdev...

...OneSource's Web-based user interface provides users with access to online catalogs and spot-buy **services**, allowing them to locate and purchase products from approved suppliers and to request goods not found in catalogs. The OneSource suite includes OneSource **Procurement**, a desktop requisitioning and purchasing application; SmartCatalog, a parametrically searchable electronic catalog engine; and PurchasePlace...

...7157; E-mail: info@procurennet.com.

Purchase Pro. Program streamlines the entire internal and external **procurement** cycle--from request to order, to payment--for both the buyer and the supplier. Purchase Pro features an e-catalog system from which buyers can access suppliers' products and shop **online**. Tel: (702) 316-7000; Fax: (702) 316-7001; URL: www.purchasepro.com.

PurchaseSoft. PurchaseSoft includes...

...com.

Purchasing on-line. Software is designed to provide the time and information necessary to **negotiate** prices, reduce inventory, and improve quality. System eliminates paper requisitions and internal expediting by allowing...the purchasing process for improved supplier management, and accurate, decision-based spending. Users can optimize **economies of scale** by driving buying volumes to a smaller supply base and refocusing

purchasing department efforts--encouraging...

...for unix and Microsoft NT and integrates seamlessly with ERP financial applications as well as **Web** browsers and database products. Tel: (650) 903-5200; Fax: (650) 903-9001; URL: [www.remedy...](http://www.remedy...)

...environments and can be linked to most existing systems. Also: Software that helps reduce packaging **costs** . It checks prices, **compares** box design to determine best value, and develops accurate numbers for estimating purposes. Tel: (416)...

...enabling Internet- based commerce processes. tradex Commerce Center helps businesses lower operational costs and increase **service** levels by automating **buying** and selling processes. With tradex Commerce Center, users can help to enhance commerce activities by extending internal **procurement** processes, creating multi- buyer/multi-seller digital marketplaces or outsourcing services, and enabling supplier-hosted...

...S and P.O. Express. Gateway C/S is a large-scale system for enterprise **procurement** management or distributed purchasing; P.O. Express is designed for small to mid-scale purchasing...

...server technology, allowing users to electronically control every aspect of the purchasing operation. Features include: **Internet /intranet** requisitioning and approvals, multiple order types ...com.

WIZNet. The eCommerce Portal is an Internet community where businesses can search, source, and **negotiate** with each other on a range of products and services. The eCommerce Portal delivers the...

28/3,K/5 (Item 1 from file: 148)  
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08860930 SUPPLIER NUMBER: 18479039  
**Buyers' guide to software.** (purchasing department software) (Buyers Guide)  
Avery, Susan  
Purchasing, v120, n11, p125(10)  
July 11, 1996  
DOCUMENT TYPE: Buyers Guide ISSN: 0033-4448 LANGUAGE: English  
RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 7168 LINE COUNT: 00637

...ABSTRACT: can automate the functions of purchasing departments are discussed. Software packages include single-user and **network** products to cover purchasing management, **procurement** , inventory and other capabilities.

... Global Bid Board, for buying custom-engineered items or large catalog quantities; and SurplusLink, an **Internet** -based **service** for **buying** and selling surplus and excess inventory internally and externally. Tel: (864) 281-4646; Fax: (864)...

...areas of quality, price, and delivery. Tel: (412) 963-6770; Fax: (412) 963-6779.

Advanced **Procurement** Systems. APS is a PC-based (single-user or **network** ) modular system that includes the NIGP 5-Digit Commodity/**Service** Code. **Purchasing** module automates all aspects of supplier **management** , requisitions, RFQs, **bid** response tracking, **bid** **evaluation** , POs, and **management** reports. Users can electronically submit requisitions and inquire about status **online** . APS also provides EDI capabilities. APS Stock Inventory automates all phases of inventory management. Integrated...

...software.com

American Management System. **Procurement** Desktop offers large organizations a client/server system (for **LANs** , **WANs** ) that automates the purchasing process start-to-finish. Built as a Windows system, the graphical...

...models a typical office desktop. Users across the organization, including remote users, can prepare requisitions **online** and forward them for automatic approval routing. Other support for the buyer includes PO processing...

...the status and history of all work. Reporting capabilities provide access to information needed to **negotiate** volume purchase agreements and other cost-saving measures. Tel: (800) 841-6713; Fax: (703) 227...  
...cycle management. Additional features include Flexible User Controls, Supplier Management, Supplier Performance Analysis, Requisition Management, **On-line Buyer's Worksheet**, Purchase Order Management, Time-phased Pricing, **On-line** Receiving and Inspection, Invoice Matching and Vouchering, EDI Support, and Financial Integration. Tel: (404) 264...

...EDI, Data Interface Utility, Purchase Requisitioning, Stock Requisitioning, Bar Code Interface, Ad Hoc Reporting, and **Equipment & Service Tracking (EAST)**. **PurchasingNet** is an **intranet** application that eliminates the overhead, waste, and frustration associated with traditional purchasing/requisitioning. It can...entry and automatic conversion to POs); Inventory (inventory balances tracked at multiple inventory warehouse locations); **Request for Quotations** (RFQ generation for preferred suppliers, supplier bid entry, and conversion of successful suppliers' RFQ to...

...while minimizing clerical effort. Modules include: Purchased Item Definition, Vendor Definition and Sourcing, Quotation and **Bid Management**, Requisition Creation and Tracking, Purchase Order Management, Receiving Control, Invoice Matching, Vendor Analysis, EDI Support, and **Online History**. Buyer's Workbench provides information needed for buyers to complete their daily activities efficiently...software also features an online order log, which can be automatically imported with the electronic **statement**. When **reconciliation** is complete, P-Card Solution generates reports for management approval and sends costs directly to the financial system. Software consists of four modules: Administration, **Reconciliation**, Supplier, and Receiving. Tel: (509) 375-3268, ext. 314; Fax: (509) 375-4771.

Dun & Bradstreet. SmartStream **Procurement** 's distributed architecture **networks** multiple business units for leverage. Automated processes reduce the length of **procurement** cycles--and employee workload. System accommodates pay-on-receipt, EDI, and **procurement** cards. It also provides features to evaluate and analyze supplier stability and performance. SmartStream **Procurement** allows users to complete requisitions via the corporate **Intranet**. No special software is required. Through the applet, users have access to central databases for **online** catalogs. Tel: (404) 239-2000; Fax: (404) 290-7374; E-mail: solutions@dbsoftware.com  
Dynamic...

...Company, is a client/server system that connects buyers and suppliers through a streamlined, unbiased **online procurement** and information management system. Buyers can research and compare products, enter orders **online** and transmit multiple orders simultaneously via EDI. CONNECTSUS enables suppliers to load their products into...  
...Tel: (212) 613-3400; Fax: (212) 613-3449.

Excel Business Systems. SMARTBUYER base module includes **Request for Bid**, POs (standard, repeat, blanket, and supplier catalog), Tracking, Receiving, multi-level Electronic Approval, Flexible Reporting...

...requisition through the bid process, purchase, receipt, and issue from stock. Included modules are Requisitions, **Request for Quote**, Blanket Order Contracts, Purchase Order, Stock Room Control, Tool Kitting, Bill of Materials, Receiving, Job...that allows purchasing to fully automate the procurement process. From Material Requests to Requisitions, to **Request for Quotations**, to **Bids**, to Bid Analysis, to Purchase Orders, TPMS gives purchasing everything necessary for the purchasing cycle...

...Fax: (770) 939-8561.

Greentree Software. GT Purchase PRO 5.0 is a full-function **purchasing** and **materials** management client/server system for Windows. It supports

purchasing, receiving, requisitioning, remote requisitioning, quotations, inventory, invoice matching, importing, and exporting. Purchase PRO includes on-line authorization, supplier catalogs, supplier performance, contract price variance analysis, file cabinet, free form PO header...

...into the system only once. From that point, it is automatically forwarded through the entire **procurement** cycle. Throughout the process, many functions occur automatically, such as generating bidders lists, printing orders...

...that is enabled by user definable profiles. Numerous state-of-the-business processes (electronic commerce, **online** help, ad hoc report writing, etc.) have been included in the modular design. Tel: (334) 277...

...334) 277-0557; E-mail: rogera@informs.com

Innovative Computer Concepts. Pinnacle is an advanced **purchasing** and **materials** management application designed for client/server enterprise-wide environments. Pinnacle incorporates today's supply chain practices, including electronic requisitioning, **online** catalogs, automated approvals and matching, EDI, event routing, workflow, and seamless integration with other systems...

...in a file cabinet, is stored and easily accessible from PIC. Options include: Supplier Database, Bid List, Invitation to Bid (ITB), Automatic Conversion of ITB to PO, Purchase Order, Project Control, Receiving, Overdue, Expedite, Directory, Cash Flow, and Business Cards... provides organizations with an easy-to-use system designed to assist in the management of **procurements**. Purchase order entry is accomplished with the use of blanket and standard orders, user-defined...

...tolerances and exception processes. Lawson Purchase Order is fully integrated with its full suite of **Web**-deployable client/server business applications including financials, human resources, and distribution and materials management. Tel...

...benefit reports with graphs. Software is useful in make-or-buy, outsourcing, policy impact assessment, **proposal evaluation**, information technology procurement, feasibility studies, and more. Tel: (800) 920-1409; Fax: (208) 522-5401...

...costing and integration with ACCPAC Plus accounting. Tel: (800) 833-1500; Fax: (802) 457-4602.

**Negotiator** Pro. **Negotiator** Pro is a professional preparation and training tool that helps users create an effective plan for any **negotiation** by sparking creative thinking about strategy and tactics for success. It includes a small expert system to profile the personality and **negotiating** styles of each of the parties. This feature helps users identify and understand interpersonal issues that often influence a **negotiation**. There are three modules that can be added onto **Negotiator** Pro: Purchasing, Supplier Relations, and Inventory Control. Tel: (617) 738-9300; Fax: (617) 734-3308...

...security. Optional modules include Faxing, Graphing, Requisitioning (including electronic routing/approval), Invoicing and AP Interface, **Request For Quotation**, Inventory Control, Bill of Materials, Asset Management, Preventive Maintenance, Forms Control, and Subscription Management. Tel...on-line. Software has been designed specifically to provide the time and information necessary to **negotiate** prices, reduce inventory, and improve quality. System eliminates paper requisitions and internal expediting by allowing...

...a supplier module for electronic and/or hard copy bid proposals. Programs include built-in **comparison** of **bids** and allocation screen for contract awards and automatic issuance of POs, or annual contract/blanket ...

...with other suppliers. When bid prices are entered into the system, First

Rate will objectively **evaluate bids** based on a supplier's previous performance and recommend the supplier providing the best overall...3400.

Structured Computer Systems. REALITY addresses all business functions in the supply chain of complex **purchasing** and **materials** management environments. REALITY P&MM offers **Web** -enabled requisitioning with access to approved suppliers' **Web** -based catalogs; user-defined multi-level approval routing schemes; realtime budget checking, encumbrance and pre...

...paying functions. It includes a Purchase Order module to track outstanding orders. It controls when **invoices** are paid, prints checks, distributes **expenses**, and **reconciles bank statements**. It records how much is bought from each supplier and maintains a complete audit trail...

...with current and prior year totals; provides for canceled, voided, and outstanding checks for **bank statement reconciliation**; distributes **expenses** and purchases, sorts by account number, and lists on account summary report; includes journals from...

28/3,K/6 (Item 2 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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07895159 SUPPLIER NUMBER: 16924733 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Software buyers' guide.** (Buyers Guide)

Purchasing, v118, n8, p59(6)

May 18, 1995

DOCUMENT TYPE: Buyers Guide ISSN: 0033-4448 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 6644 LINE COUNT: 00579

TEXT:

Advanced Procurement Systems. (APS) is a PC-based single-user or **network** ) modular system that includes the NIGP 5-Digit Commodity/Service Code. APS's **purchasing** modules automate all aspects of supplier **management**, requisitions, RFQs, **bid** response tracking, **bid evaluation**, POs, and **management** reports. Users can electronically submit requisitions and inquire status **on-line**. APS Purchasing, it completely automates Stock Inventory automates all phases of inventory management. Integrated with...

... distribution, physical inventory, batch report generation, and AutoCAD interface. Report modes include comprehensive production and **procurement** schedules, inventory and open commitments. Users can generate shipping and receiving reports, purchase price variance...

...inventory transactions. E-Z-MRP runs on all MC-DOS PCs as well as all **LANs**. Tel: (800) 490-2520; Fax: (619) 490-9292.

American Business Systems. The ABS Purchase Order...

...cycle management. Additional features include Flexible User Controls, Vendor Management, Vendor Performance Analysis, Requisition Management, **On-Line Buyer's Worksheet**, Purchase Order Management, Time-phased Pricing, **On-line** Receiving and Inspection, Invoice Matching and Vouchering, EDI Support, and Financial Integration. Tel: (404) 264...

...Accounts Payable, Order Entry, Billing, Inventory Control, Fixed Assets, Point of Sale, Quick Sale, Job **Cost**, Bank **Reconciliation**, Customer Information, Time Billing, Summit, and Screen Builder. Also file structure layouts are provided for...

...entry and automatic conversion to POs); Inventory (inventory balances tracked at multiple inventory warehouse locations; **Request** for **quotations** (RFQ generation for selected suppliers, supplier bid entry, and conversion of successful suppliers' RFQ to...

...orders, receipts, or invoice processing). Tel: (800) 984-8600; Fax: (713) 242-9309.

Charleston Financial **Services**. **PURCHASING AT A GLANCE** is a PC/**LAN**

software program that streamlines the generation of requisitions and POs for items located in inventory...879-2030.

Excel Business Systems. SMARTBUYER is a purchasing and inventory system for PCs and LANs . The Base module includes issuing **requests** for **bid** , creating POs (standard, repeat, and supplier catalog), receiving, supplier invoice processing, electronic approval, flexible reporting, and data export. **On-line** item and supplier histories/evaluations are available during the **request** for **bid** and **PO processing** . The Requisitioning module includes consolidations of similar items. The Inventory module provides for multiple storage...

...requisition through the bid process, purchase, receipt, and issue from stock. Included modules are Requisitions, **Request** for **Quote**, Blanket Order Contracts, Purchase Order, Stock Room Control, Tool Kitting, Bill of Materials, Receiving, and...

...Management Systems (TPMS) is a client/server purchasing system that allows users to automate the **procurement** process. Server can be from a standalone PC, to a **LAN** , to a mainframe. Various back-end RDBMSes are supported such as SQLBase, Oracle, DB2, etc. From Material Requests to Requisitions to **Request** for **Quotations** , to **Bids** , to Bid Analysis, to POs, TPMS provides everything necessary for the Purchasing Cycle. Requests and...

...Tel: (404) 939-1743; Fax: (404) 939-8561.

Greentree. GT Purchase Pro is full-function **purchasing** and **materials** management system for Windows. It supports purchasing, receiving, requisitioning, remote requisitioning, RFQs, quotations, inventory, invoice matching, importing, and exporting. It includes **online** authorization, supplier catalogs, supplier performance analysis, contract price variance analysis, "file cabinet" ad hoe data...

...layered security design which is enabled by user definable security profiles. Numerous processes (EDI, fax, **on-line** help, ad hoc report writing, etc.) have been included. AGPS operates on IBM mainframe computers...

...software modules to automate the procurement cycle. It includes purchase requisitioning with flexible routing and **on-line** approvals, comprehensive buyer processing of requisitions and POs, receiving, storeroom issues, and inventory control, **online** catalogs, and user chargeback reporting. Optional systems include **request** for **quotation** , accounts payable, barcoding, and EDI. User-oriented requisitioning, electronic routing, and automatic e-mail support...

...reorder, and inventory analysis. TOPAZ operates on DEC VAX/VMS systems and on standalone or **LAN** PCs using Windows 3.1 or higher. Tel: (201) 884-0892; Fax: (201) 884-8963...purchase large volumes of lower-cost items. Tel: (520) 866-8996; Fax: (520) 866-0480.

**Negotiator** Pro, a division of Beacon Expert Systems, Inc. **Negotiator** Pro for Purchasing is a 21-clause master purchasing agreement that creates a standardized framework...

...It contains selected UCC references. Additionally, NPro for Purchasing has the benefits of the original **Negotiator** Pro, including structured planning and preparation templates; personality and **negotiating** style profiling capabilities that give insight into possible outcomes of a **negotiation** ; and a glossary summarizing books and articles on key concepts, tactics, definitions, and national profiles of 25 countries for international **negotiations** . Tel: (800) 448-3308; Fax: (617) 734-3308.

Open Systems. Accounting Software (OSAS) Purchase Order...

...track orders and returns. OSAS Purchase Order can be integrated with OSAS General Ledger, Bank **Reconciliation** , Inventory, and Job **Cost** . Users may enter information in one applications, related information in the other applications is updated...

...416) 784-9411.

PeopleSoft. PeopleSoft Purchasing automates requisitioning,

purchasing, and receiving of raw materials, supplies, **services** , products, and assets. **Purchasing** functions are streamlined through **online** requisitioning, automated sourcing, and applications integration. PeopleSoft Purchasing enables buyers to manage sourcing, supplier selection ...

...885-7220.

Purchasing on-line is designed to provide the time and information necessary to **negotiate** prices, reduce inventory, and improve quality. System eliminates paper requisitions and internal **expediting** by allowing... paying functions. It includes a Purchase Order module to track outstanding orders. It controls when **invoices** are paid, prints checks, distributes **expenses** , and **reconciles** bank **statements** . Records how much is bought from each supplier and maintains a complete audit trail of...

...with current and prior year totals; provides for canceled, voided, and outstanding checks for bank **statement** **reconciliation** ; distribute **expenses** and purchases, sort by account number, and list on account summary report; will include journals...of requisitions. (E-mail notifications provided.) RFQs includes automated bidder selection, direct entry of supplier **bids** plus **evaluation** worksheets. POs, blanket orders, delivery orders, and service orders are fully supported. Orders may be...

...a supplier module for electronic and/or hard-copy bid proposals. Programs include built-in **comparison** of **bids** and allocation screen for contract awards and automatic issuance of POs, or annual contract/blanket ...

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DIALOG(R)File 148:Gale Group Trade & Industry DB  
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06757539 SUPPLIER NUMBER: 14561416 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Software for purchasing. (Office Products & Business Systems) (Buyers Guide)**  
Purchasing, v115, n6, p49(6)  
Oct 21, 1993  
DOCUMENT TYPE: Buyers Guide ISSN: 0033-4448 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT: ABSTRACT  
WORD COUNT: 6688 LINE COUNT: 00572

... a stand-alone or integrated with materials management offered, including inventory control and accounting, requisition **management** , **bid** , and accounts payable systems. Provides centralized control for multiple site operations. Produces change notices and...

...Stock, AM SOFT Bin Locator, and AMSOFT EDI which delivers EDI transaction sets, management software, **network** interaction and support services. Runs on IBM 390, 370, 30XX, 43XX, AS/400, and System...

...Accounts Payable, Order Entry, Billing, Inventory Control, Fixed Assets, Point of Sale, Quick Sale, Job **Cost** , Bank **Reconciliation** , Customer Information, Time Billing, Summit, and Screen Builder. A report generator is available for custom...

...the report generation for the client company. Fax: (602) 951-3065  
Beacon Expert Systems Inc. **Negotiation** training software, **Negotiator** Pro, provides a useful format for preparing for **negotiations** through the analysis of the user's and the other **negotiator** 's **negotiation** styles, using models and analysis of a broad range of factors that influence **negotiations** . Models range from positions and interests through parties, present and absent, that may influence the...

...and preparation, a small expert advisory system, 27 tactical options, and a summary of current **negotiation** theory in more than 120 hypertext entries. It is the first **negotiation** tool to combine hypertext, edit windows, and experts system and training. Available for IBM-compatible...



...automatic conversion to purchase orders; inventory, with inventory balances tracked at multiple inventory warehouse locations; **request for quotations** , with RFQ generation for selected vendors, vendor bid entry, and conversion of successful vendor's...driven prompts to assist buyers and contract specialists in requirements analysis, source identification, solicitation preparation, **bid evaluation** , contract award, administration, and closeout. Product supports small and large purchasing: prepares solicitation, amendment, award...

...solution which consists of inventory, purchasing, and accounts payable modules. The purchasing System is an **on -line** , real-time system that automates the entire **procurement** cycle from processing purchase requisitions through quotations, purchase order generation, receiving, and inspection. Invoice payment...and materials management systems can be used as stand-alone systems or integrated in a **LAN** for multi-users or wide-area **network** , for multi-sites. The CAP3 **Purchasing /Materials** Management System includes **purchasing** , receiving, electronic file cabinets, boiler plate and free-floating text, interfaces to word processing, point...

...pop-up windows, real-time vendor performance, JIT, and contract variance analysis. Optional modules include **on -line** and remote purchasing requisitions with authorization level security codes, Inventory with multiple site and consignment plus ABC analysis and inventory planning features, inventory withdrawal requisitions, **request for quotation** and **quotations** analysis, and many different communication modules which facilitate two-way communication between CAP3 and other...

...716) 633-2047

IMC Software Systems Group. Blue Chip MRO Materials Management System is an **on -line** fully integrated purchasing/inventory control software system. The system is designed for the **procurement** and control of MRO supplies, both stock and non-stock. The system supports the complete **procurement** cycle from requisition through payment of the invoice. The vendor file, inventory file, and accounting...

...Management Systems. Recently added is the Invoice Matching module that interfaces with Blue Chip allowing **on -line** matching of invoices using the receiver and purchase order generated by Blue Chip. Tel: (502...

...orders, or demands on inventory; comprehensive audit trail; purchase history by item and vendor; automatic **bid evaluations** ; and laser printed products such as ...a comprehensive, integrated set of software modules designed around the procurement cycle. It includes automated **request for quotations** , electronic requisitions with **on -line** approvals, purchase orders, receiving, storeroom inventory control, and electronic catalogs. Optional systems include accounts payable...

...up windows to simplify usage. Simple, consistent user screens and menus are coupled with substantial **on -line** help. Full audit capability and historical data retention also are provided. Inventory processing includes real...

...physical inventory subsystem, cycle counting, automatic re-order, and inventory analysis. Hard copy reports and **on -line** inquiries are standard in each module. TOFAZ operates on DEC VAX/MICRO-VAX VMS systems and on **networked** PCs using Windows 3.0 or higher. Customization and training services also are available. Fax...with other suppliers. When bid prices are entered into the system, FIRST RATE will objectively **evaluate** the **bids** based on the supplier's previous performance and recommend the supplier providing the best overall...XENIX, AIX, and OPUS. Tel: (816) 637-8638

Structured Computer Systems Inc. Company's **REALITY Purchasing** and **Materials** Management System is designed to address all business issues found in complex purchasing environments. REALITY...

...usual features found in other systems, REALITY provides user-defined

approval routing schemes, encumbrance accounting, on-line budget checking, a variety of PC and mainframe-based electronic requisitioning alternatives, and complete support...

...management planning tool. It provides rapid analysis of performance in the three critical areas of **purchasing** management: **service** levels to users, service levels from suppliers, and relative performance of buyers. Result: Management can focus on policy issues and measure their impact immediately. System operates on PC **LANs**, DEC VAX, and UNIX platforms. Fax: (203) 677-7157.

Supply Tech Inc. STBAR provides an...

...allows requisitioners to create and monitor the status of an order from input through approval, **negotiation**, order placement, and delivery; paperless approval system; receiving and freight logistics; and on-line supplier and sourcing databases. Fax: (214) 575-4716.

Vertical Technologies, Inc. Company's software includes...

28/3,K/8 (Item 4 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
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06220443 SUPPLIER NUMBER: 12786465 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Buyer's guide to software for purchasing. (Special Section: Office Products & Business Systems) (Buyers Guide)**  
Purchasing, v113, n1, p83(6)  
July 16, 1992  
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RECORD TYPE: FULLTEXT  
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... stand-alone or intergrated with materials management systems offered, including inventory control and accounting, requisition **management**, **bid**, and accounts payable systems. Provides centralized control for multiple site operations. Produces change notices and...

...to-Stock, AMSOFT Bin Locator, and AMSOFT EDI which delivers EDI transaction sets, management software, **network** interaction and support services. Runs on IBM 390, 370, 30XX, 43XX, AS/400, and Systems...

...Accounts Payable, Order Entry, Billing, Inventory Control, Fixed Assets, Point of Sale, Quick Sale, Job Cost, Bank **Reconciliation**, Customer Information, Time Billing, Summit, and Screen Builder. A report generator is available for custom...

...and performs the report generation for the client company. Circle 334  
Beacon Expert Systems Inc. **Negotiation** training software, **Negotiator** Pro, provides a useful format for preparing for **negotiations** through the analysis of your own and the other **negotiator**'s **negotiation** styles, using models and analysis of a broad range of factors that influence **negotiations**. Models range from positions and interests through parties, present and absent, that may influence the...

...and preparation, a small expert advisory system, 27 tactical options, and a summary of current **negotiation** theory in more than 120 hypertext entries. It is the first **negotiation** tool to combine hypertext, edit windows, and experts system and training. Available for IBM-compatible...

...automatic conversion to purchase orders; Inventory, with inventory balances tracked at multiple inventory warehouse locations; **Request for Quotations**, with RFQ generation for selected vendors, vendor bid entry, and conversion of successful vendor's...

...driven prompts to assist buyers and contract specialist in requirements analysis, source identification, solicitation preparation, **bid evaluation**, contract award, administration, and closeout. Product supports small and large purchasing: prepares solicitation, amendment, award...

Systems. Company offers the Expert line of purchasing decision support systems for personal computers. Price **Quotation Evaluation** (PQE) package allows for analysis of proposals based on quantity discounts, prices, transportation costs, one-time charges, commodity groupings, and payment terms. Circle 346 **Cost Price Evaluation** (CPE) performs **cost analysis** on supplier's **cost proposals** ; **evaluates** all direct, indirect, and ancillary costs. Circle 347 Fed.-C.A.P. Federal Cost Analysis ...

...solution which consists of Inventory, Purchasing and Accounts Payable modules. The Purchasing System is an **on-line** , real-time system that automates the entire **procurement** cycle from processing purchase requisitions through quotations, purchase-order generation, receiving, and inspection. Invoice payment...

...purchasing and materials management systems can be used as standalone systems or integrated in a **LAN** for multi-users or wide-area **network** , for multi-sites. The CAP3 **Purchasing /Materials** Management System includes **purchasing** , receiving, electronic file cabinets, boiler plate and free-floating text, interfaces to word processing, point...  
...pop-up windows, real-time vendor performance, JIT, and contract variance analysis. Optional modules include **On-line** and Remote Purchasing Requisitions with authorization level security codes, Inventory with multiple site and consignment plus ABC analysis and inventory planning features, Inventory Withdrawal Requisitions, **Request for Quotation** and **Quotations** Analysis, and many different Communication modules which facilitate two-way communication between CAP3 and other...process. Circle 353

IMC Software System Group. Blue Chip MRO Materials Management System is an **on-line** fully integrated purchasing/inventory control software system. The system is designed for the **procurement** and control of MRO supplies, both stock and non-stock. The system supports the complete **procurement** cycle from requisition through payment of the invoice. The vendor file, inventory file, and accounting...

...Management Systems. Recently added is the Invoice Matching module that interfaces with Blue Chip allowing **on-line** matching of invoices using the receiver and purchase order generated by Blue Chip. Circle 354...

...orders, or demands on inventory; comprehensive audit trail; purchase history by item and vendor; automatic **bid evaluations** ; and laser printed products such as bid tabulations, solicitations, and orders. A graphical interface is...

...software modules that encompasses the procurement cycle--automated production of quotations, electronic purchase requisitions with **on-line** approvals, purchase orders, receiving, material requisition and inventory control (stocked items), accounts payable, bar coding...timely communication of strategic information throughout your organization. PSI completely automates tasks associated with requisitioning, **requests for quotes** , purchase orders (including blanket, one-time, time and materials, etc.), materials management, and financial control...

...usual features found in other systems, Reality provides user-defined approval routing schemes, encumbrance accounting, **on-line** budget checking, a variety of PC and mainframe-based electronic requisitioning alternatives, and complete support...

...management planning tool. It provides rapid analysis of performance in the three critical areas of **Purchasing** management: **Service** levels to users, service levels from vendors, and relative performance of buyers. Management can thus focus on policy issues and measure their impact immediately. System operates on **PC LANs** , DEC VAX, and UNIX platforms. Circle 374

Supply Tech Inc. STBAR provides an easy-to...allows requisitioners to create and monitor the status of an order from input through approval, **negotiation** , order placement, and delivery; Paperless Approval System; Receiving and Freight Logistics; and **On-line** Supplier and Sourcing

Databases. Circle 378

Vocam Systems. PATHWAY is an integrated solution designed to...

28/3,K/9 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
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04815094 SUPPLIER NUMBER: 09239625 (USE FORMAT 7 OR 9 FOR FULL TEXT)

A buyer's guide to software for purchasing. (Office Products & Business Systems) (directory)

Purchasing, v109, n1, p93(4)  
July 19, 1990

DOCUMENT TYPE: directory ISSN: 0033-4448 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 4474 LINE COUNT: 00392

TEXT:

...stand-alone or integrated with materials management systems offered, including inventory control and accounting, requisition management , bid , and accounts payable systems. Provides centralized control for multiple site operations. System supports blanket or...

...to-Stock, AMSOFT Bin Locator, and AMSOFT EDI which delivers EDI transaction sets, management software, network interaction, and support services. Runs on IBM, 370, 30XX, 43XX, AS/400, and System/38...

... into Purchase Orders including Accounts Receivable, General Ledger, Payroll, Accounts Payable, Order Entry, Billing, Job Cost , and Bank Reconciliation . Excabulur + Premier is appropriate for small and medium-sized single and multi-location operations. The...

...monthly updates of the FAR and FAR supplement data. Compatible with most systems, including PC LANS . Circle 412. Also available from CACI is ACQUIRE. ACQUIRE allows contract administrators and agents, clerks...

...managers to function more efficiently and thoroughly. The ACQUIRE automated contracting system automates virtually every procurement process, from receiving purchase requests to the final close-out. The system will reproduce all necessary procurement documents and reports, and provide accurate information to support the needs of an administration staff. ACQUIRE operates on most mini or micro computers, PC stand-alone, or PC local area network environments. Circle 413

Cardinal Data Corp. PRO/FIT purchase order system has been designed to...

...Extensive use-oriented features include flexible status assignment, document scheduling, costing, price maintenance, vendor analysis, reconciliation , and unlimited free-form automatic text. Cardinal's proprietary Decision Support Matrix Inquiry tool gives...based system that performs price analysis. Designed to provide decision support in preparation for price negotiation , the software features advanced techniques such as learning curve analysis, quantity curve analysis, quantity discount...

...quantity discounts, prices, transportation cost, one-time charges, commodity groupings, and payment terms. Circle 420. Cost Price Evaluation (CPE) performs cost analysis on supplier's cost proposals ; evaluates aU direct, indirect, and ancillary costs. Circle 421. Fed-C.A.P. Federal Cost Analysis...real-time systems can be used as stand-alone systems or integrated into a local (LAN ) or wide area network . CAP 3 modular system includes purchasing, receiving, electronic file cabinets, many built-in reports plus ad hoe report generator's remote and direct requisitioning, request for quotation , bid analysis, currency exchange, optional U. S. and Canadian taxes, optional U. S. and international dates...

...daily procurement process.

IMC Software Systems Group. Blue Chip MRO Materials Management System

is an on-line fully integrated purchasing/inventory control software system. The system is designed for the **procurement** and control of MRO supplies, both stock and nonstock. The system supports the complete **procurement** cycle beginning with the requisition through payment of the invoice. The vendor file, inventory file...

...Management Systems. Recently added is the Invoice Matching module that interfaces with Blue Chip allowing on-line matching of invoices using the receiver and purchase order generated by Blue Chip. General Ledger...

...through a custom interface. The software is designed to run using MS-DOS in PC **networks** or VMS services in the DEC environment. Circle 432  
Kehlbeck & Associates. PIC Purchasing Information Center...designed to address the unique requirements of MRO environments. Its three integrated modules address requisitioning, **request** for **quotes**, purchase orders (including blanket, onetime, time and materials, etc.), materials management, and financial control for...

...440

SDC Software Inc. Purchasing system is a complete system that manages purchasing activities from **request** for **quotations** through receiving. The system integrates with Mapics I/II, SDC Standard Inventory System, SDC Maintenance...

...the system includes Purchase Orders, receiving reports, purchase commitments, expediting reports, open order reports, and **request** for **quotations**. Other features include the ability to enter multiple general ledger account numbers and percentages for...

...for a specific job or piece of equipment. Complete purchasing and receiving history is maintained **online** for unlimited time periods. Custom modifications are available upon request. Designed for the IBM S...

...Source code included with system. Circle 441 Software International Corp. Masterpiece Purchase Order is an on-line, interactive purchasing system optimized for the order processing function. Major functions include vendor performance; on-line inquiry; extensive reporting; PO processing; on-line PO printing, receipts, and inspection; and invoice entry and matching against POs, receipts, and inspection...

...inventory control functions as well as distribution management. Runs on IBM XTs or compatibles and **LANS**. Circle 443

Solomon Software. Company offers a purchasing module as part of its integrated 14module...

...orders. Program is optimized for accounting controls rather than purchase decision support. Circle 447 Technical **Services** Assoc. GATEWAY **Purchasing** Software is a PC system especially designed for **service** companies and MROtype **purchasing**. It encompasses Requisition Processing, Purchase Order, Blanket Order, and Release Order Preparation. Vendor Management and...

...free-form line item descriptions and stock number items. GATEWAY is available for PCs and **LANS**. The program includes Change Orders with audit trails and built-in controls plus a complete...

28/3,K/10 (Item 6 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2001 The Gale Group. All rts. reserv.

04622318 SUPPLIER NUMBER: 09336751 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Guide to software solutions. (buyers guide)  
Purchasing World, v34, n2, p42(4)  
Feb, 1990  
DOCUMENT TYPE: buyers guide ISSN: 0093-1659 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT  
WORD COUNT: 2327 LINE COUNT: 00198

... processing system with flexibility in handling purchase orders. It offers on-line status inquiry, analytical, **reconciliation**, and scheduling capability and unlimited use of free-form text. Runs on DEX VAX and...

...mini-or mainframe systems. The package includes file management, decision support, vendor evaluation and support, **negotiations**, and purchasing evaluation capabilities. Company offers 90-day money back guarantee. Dynamic Software, 109 S...

...Ave., Point Richmond, CA 94801 Circle 252  
Rand Information

Comprehensive Procurement System (CPS) is an **on-line** purchasing system designed for use on IBM 370, 3000, 4300, or equivalent. Package can be...

...9, Carson City, NE 88701 Circle 254  
MSA Inc.

The MSA Purchasing System is an **on-line**, real-time system that manages requisitions, purchase orders, vendor and part information, **bid processing**, receiving, and inspection ...PO creation and tracking system offering decision support in the areas of vendor selection and **evaluation**, **quotation** handling, and accounts payable validation. Runs on IBM Systems 34/36/38 and will function...

...on improved performance in the quotation management area. It offers several calculating tools for easy **evaluation** of vendor bids, quotes, and responses. Runs on Sperry, AT&T, IBM PCs, and UNIX-based computers. General Universal...

...of invoice. Purchasing module is designed for direct order entry and two-way communication for **quote requests**, expediting electronic mail, and advanced shipping notices. Transmission are formatted into ANSI X12 standards for...

...O. Box 2350, Paducah, KY 42002 Circle 146  
Leland Computer Services

This on-line interactive **procurement** system has purchasing, requisition, and receiving modules and can be installed with IBM's COPICS ...

...to support purchasing functions in other closed-loop MRP systems. Requisitions can be created individually (**on-line**) or triggered by MRP or order point and then processed to a PO with a...

...operations. Technical Services Assoc., 5002 Lenker St., Mechanicsburg, PA 17055 Circle 258  
TRES

This integrated **online** materials management system, called MMS, is designed for product planning, scheduling, processing, and controlling materials...

...decision support on material forecasting, planned requirements, inventory control, purchasing and accounts payable throughout the **procurement** cycle. Runs on IBM mainframes using CICS or VSAM. TRES Systems, Inc., 14801-T Quorum...

28/3,K/11 (Item 7 from file: 148)  
DIALOG(R) File 148:Gale Group Trade & Industry DB  
(c)2001 The Gale Group. All rts. reserv.

04163811 SUPPLIER NUMBER: 08855577 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Guide to software solutions. (directory of purchasing software) (buyers guide)**

Reich, Caroline  
Purchasing World, v33, n8, p25(4)  
August, 1989

DOCUMENT TYPE: buyers guide ISSN: 0093-1659 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT  
WORD COUNT: 2455 LINE COUNT: 00204

... processing system with flexibility in handling purchase orders. It offers on-line status inquiry, analytical, **reconciliation**, and scheduling capability and unlimited use of free-form text. Runs on DEC VAX and...

...mini-or mainframe systems. The package includes file management, decision support, vendor evaluation and support, **negotiations**, and purchasing evaluation capabilities. Company offers 90-day money back guarantee. Dynamic Software, 109 S...

...PO creation and tracking system offering decision support in the areas of vendor selection and **evaluation**, **quotation** handling, and accounts payable validation. Runs on IBM Systems 34/36/38 and will function...

...on improved performance in the quotation management area. It offers several calculating tools for easy **evaluation** of vendor **bids**, **quotes**, and responses. Runs on Sperry, AT&T, IBM PCs, and UNIX-based computers. General Universal...of invoice. Purchasing module is designed for direct order entry and two-way communication for **quote requests**, expediting electronic mail, and advanced shipping notices. Transmissions are formatted into ANSI X12 standards for...

...and Control, P.O. Box 2350, Paducah, KY 42002 Circle 147  
Leland Computer Services This **on-line** interactive **procurement** system has purchasing, requisition, and receiving modules and can be installed with IBM's COPICS...

...to support purchasing functions in other closed-loop MRP systems. Requisitions can be created individually (**on-line**) or triggered by MRP or order point and then processed to a PO with a...

...W. Broadway, Glendale, CA 91204 Circle 251  
MSA Inc. The MSA Purchasing System is an **on-line**, real-time system that manages requisitions, purchase orders, vendor and part information, **bid processing**, receiving, and inspection data. It is integrated with inventory and supports a central data entry...

...Ave., Point Richmond, CA 94801 Circle 275  
Rand Information Comprehensive Procurement System (CPS) is an **on-line** purchasing system designed for use on IBM 370, 3000, 4300, or equivalent. Package can be...

...operations. Technical Services Assoc., 5002 Lenker St., Mechanicsburg, PA 17055 Circle 281

TRES This integrated **online** materials management system, called MMS, is designed for product planning, scheduling, processing, and controlling...decision support on material forecasting, planned requirements, inventory control, purchasing and accounts payable throughout the **procurement** cycle. Runs on IBM mainframes using CICS or VSAM. TRES Systems, Inc., 14801-T Quorum...

28/3,K/12 (Item 8 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2001 The Gale Group. All rts. reserv.

03915034 SUPPLIER NUMBER: 07607391 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
1989 fifth annual directory of software and services. (Software and Services Listings) (directory)  
Traffic Management, v28, n5, p66(15)  
May, 1989  
DOCUMENT TYPE: directory ISSN: 0041-0691 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT  
WORD COUNT: 9806 LINE COUNT: 00938

... This modular package is designed to handle order processing,

inventory management, inventory planning and forecasting, **purchasing**, **materials** handling, and other functions. It operates on IBM, DEC, HP, Wang, and AT&T computers. 143/Order Entry. Theta Business Systems. This package permits operators to enter orders **on-line** and keep track of back orders. It also automatically extends prices, calculates taxes and weights...

...Order Entry/Billing. G&H Computer Systems. G&H's order-entry software gives users **on-line** access to customer information, billing and pricing data, sales information, and open-order and shipping...by this program. It operates on Unisys, DEC, IBM, and HP microcomputers. 3000 is an **on-line**, interactive operational-support system for distribution management. Six modules make up the system: order processing...

...CDIS Inventory Control. Computer Data Information Systems. This system, which boasts multiple-warehouse capability, handles **on-line** stock-status inquiries and automated receiving and releasing. It operates on DEC/VAX and HP...

...the major functional areas supported by this comprehensive program are inventory management, demand forecasting, distribution **resource** planning, **purchasing** and receiving, and manufacturing. 168/Distribution MGR. Applied Digital Corp. Order processing, inventory control, purchasing... Optimal Decision Systems. This decision-support system helps users consolidate shipments in order to achieve **economies of scale**. It runs on IBM AT and compatible equipment.

Optimal Decision Systems offers several other products...

...software package identifies the transportation and inventory costs of various shipping options, allowing shippers to **compare** the costs of up to four alternative transportation modes at once. 259/SHIPTRAC'R. Vocam Systems Inc...driver reporting and control, vehicle scheduling/reporting, shipment tracking, trip costing, owner/operator settlements, driver **reconciliation**, rating and invoicing, and other fleet-management tasks. The system, which supports remote dispatching terminals...cost distribution configurations for their operations. Its capabilities include preparing distribution budgets, developing contingency plans, **evaluating** carrier **proposals**, and planning product introductions. 434/GNET/GENNET/EMNET. Insight Inc. These software models allow the...demand forecasting, inventory planning, distribution requirements planning, inventory deployment, vehicle scheduling and loading, order processing, **purchasing**, and **materials** management.

Other American Software offerings include: 464/AMSOFT Forecast-PC. 465/AMSOFT Forecaster/2000 Systems...

...service communications between trading partners. It can receive and transmit purchase orders, invoices, payment advice, **quotation requests**, and purchase-order acknowledgments. 485/EasyLink. Western Union. EasyLink is a third-party EDI message...used for such activities as distribution-lane analysis, loss-and-damage claim filing, and rate **negotiation**. The services include bill-of-lading prerating, freight-bill payment, and complete management reporting.

Traper...



33/3,K/1 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01896586 05-47578  
**Intranets for project and cost management in manufacturing**  
Barkowski, Lawrence  
Transactions of AACE International PP: IT7-IT11 1998  
ISSN: 1074-7397 JRNL CODE: AEE  
WORD COUNT: 3473

...TEXT: a comprehensive intranet project control site.

Spending control can be improved with timely cost data. "Online " reports and budget summaries enhance cost control and awareness of budget status by all project...

... on scope, schedule, cost, and quality [10]. Many projects also require information on risk and **procurement** .

A PMIS can provide decision support for project control and capital program management. The site...

33/3,K/2 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01852037 05-03029  
**To encode and serve: Dishing the DVD service bureaus**  
Ozer, Jan  
EMedia Professional v12n7 PP: 24-35 Jul 1999  
ISSN: 1090-946X JRNL CODE: LDP  
WORD COUNT: 4210

...TEXT: the Pioneer. Otherwise, audio quality was strong.

Crush is primarily a DVD production house, offering **project management** , graphics design, custom programming for DVD-ROM projects, subtitle creation, and of course, DVD authoring...

... to work with its prospective clients on a one-to-one basis, though you can **request a bid online** . Crush assigns a DVD producer to each project, and planning typically involves two or three...

... this DVD producer-schooled in all project disciplines-helps ensure that the customer's unique **project requirements** are identified and fulfilled.

So far, Crush has produced more than 150 corporate DVD projects...

33/3,K/3 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01792127 04-43118  
**Task masters**  
Raskin, Andrew  
Inc. v21n4 (Inc. Technology Supplement) PP: 62-72 Mar 16, 1999  
ISSN: 0162-8968 JRNL CODE: INO  
WORD COUNT: 3930

...TEXT: When the job started, at Meyring's direction, Swinerton & Walberg, the general contractor, used SureTrak **Project Manager** to create a Gantt chart for the **project** . The **schedule specifies** every aspect of construction (from planning for the **purchase of materials** to stating when the work should be completed) and breaks each into **tasks** (for the **materials - purchase** phase, for instance, ordering the materials and

producing shop drawings) for all the participating contractors...

...turn, converted that chart to a JPG file and published it on the In-Site Web site, where authorized project members are able to review it. The contractors who have access to the site can see when specific tasks are scheduled for completion and how each task relates to other work. For example, the drywall contractor could see what time the framing, electrical wiring, plumbing, and insulation were scheduled to be completed—all tasks that must be done before the drywall can go in. Using DWF, a standard Web format for computer-aided design drawings, Meyring also publishes the architect's construction documents through...

33/3,K/4 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01615211 02-66200  
Integrated project control and communications systems  
Hart, Gerard J  
Transactions of AACE International PP: IT61-IT65 1996  
ISSN: 1074-7397 JRNL CODE: AEE  
WORD COUNT: 4914

...TEXT: access, status, manipulate, and report from any location on the network while using the same project control tools.

PDPs that specify equipment to be purchased can be prepared in the consultant's office in the US, reviewed and commented upon by the consortium partners, and made available across the communications network so that the PDP can be issued to bidders from any location. To respond to the invitation to bid, vendors can supply their offering in the form of data that can be transmitted on the network from any source related to the project, allowing the evaluator to electronically accumulate the bid...

... contract can be performed by a project representative or by one of the consultant's procurement personnel located closest to the vendor, or by video conference. The contract agreement can then be generated electronically and transmitted across the network to the vendor.

To perform detailed engineering for a power station project, the consultant relies...

33/3,K/5 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01598817 02-49806  
Unstructuring incompetence: Problems of contracting, trust and the development of the Channel Tunnel  
Genus, Audley  
Technology Analysis & Strategic Management v9n4 PP: 419-436 Dec 1997  
ISSN: 0953-7325 JRNL CODE: TAS  
WORD COUNT: 10483

...TEXT: work under contract and thus rewarding the contractor. Mistaken attempts to determine the eventual design specifications and outturn costs at the outset of the project were to result in a protracted, and often bitter...

... target cost, lump sum and cost-plus pricing mechanisms governing tunnelling, M&E work and procurement of rolling stock, respectively. Further, particular interfacing bodies became the subject of discontent and disaffection. In this regard, Eurotunnel questioned the role of the M&O as project manager, preferring to sidestep the M&O and to develop closer direct links with rolling stock suppliers...

... the Channel Tunnel project closest to resembling a cross between Jarillo's 'bureaucratic' and 'strategic network' modes of economic organization, incidentally.) Finally, and linked to the previous point, the Channel Tunnel case study may be thought of as representing the **management** of a complex **project** through contracting, rather than pure hierarchy, but with the writing into the contracts of administrative...

33/3,K/6 (Item 6 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01425063 00-76050  
**Buying smarts**  
Laurent, Anne  
Government Executive v29n4 PP: 28-37 Apr 1997  
ISSN: 0017-2626 JRNL CODE: GOV  
WORD COUNT: 3885

...TEXT: or is the market standard four hours?"

Market research isn't solely the province of **procurement** people. When program **managers** contemplate new **projects** and new **requirements**, they're expected to tailor their plans according to what's already on the market...

... about future needs. Program people also can browse industry and government electronic catalogs via the Internet. The Defense Department's Commercial Advocates Forum ([http://relm.lmi.org/comm\\_adv/cadv.htm](http://relm.lmi.org/comm_adv/cadv.htm)) collects in one place many of the tools and World Wide Web sites managers need to conduct electronic market research.

Using Industry's Smarts  
When you're...

33/3,K/7 (Item 7 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

00909872 95-59264  
**An insider's view of APCO's 60th annual conference**  
Gallelli, Joe  
Communications v31n8 PP: 42 Aug 1994  
ISSN: 0010-356X JRNL CODE: CMN  
WORD COUNT: 960

...TEXT: FCC and sensitizing the Senate and Congress continue to be a part of the spectrum **management** process.

**Project** 25, with its domestic and international impact, is a combined manufacturing and user project that...

... a common specification for future public safety RF interoperability. This would ensure compassion in the **procurement** of related systems. With more than four chronological years, and untold man years of effort...

33/3,K/8 (Item 8 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

00905836 95-55228  
**Total cost management via effective materials management**  
Marquardt, Thomas R  
American Association of Cost Engineers Transactions 1994 Transactions  
PP: MAT1.1-MAT1.5 1994  
ISSN: 0065-7158 JRNL CODE: AEE

...ABSTRACT: project. A concept-to-completion materials management philosophy integrates and manages every aspect of the **project**, including scope definition, **specification** development, informational design needs, **equipment** and **materials** **purchase** and delivery, construction, and finally, the successful release of the facility to the owner for...

... use of an effective checkout/startup procedure. The ability of the team to plan the **project**, embracing materials **management** as the driver and **network** for decision-making, will not only reduce the project duration, but also the total costs...

...TEXT: project. A "concept-to-completion" materials management philosophy integrates and manages every aspect of the **project**, including scope definition, **specification** development, informational design needs, **equipment** and **materials** **purchase** and delivery, construction and, finally, the successful release of the facility to the owner for...

... use of an effective checkout/startup procedure. The ability of the team to plan the **project**, embracing materials **management** as the driver and **network** for decision-making, will not only reduce the project duration, but also the total costs...

33/3,K/9 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00874064 95-23456

**Project controls - A practical approach**

Cunningham, Michael J

Cost Engineering v36n7 PP: 27-30 Jul 1994

ISSN: 0274-9696 JRNL CODE: ACO

WORD COUNT: 2986

...TEXT: approximately 10-15 percent of engineering) and should be completed by 20-25 percent of **engineering**.

The level of **detail** in the overall CPM **schedule** should be considerably greater in the design and **procurement** areas than in construction. This **network**'s usefulness is primarily in identifying and displaying, in detailed sequential relationship, the necessary and...

33/3,K/10 (Item 10 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2001 ProQuest Info&Learning. All rts. reserv.

00791327 94-40719

**U.S. Air Force gets a SPINE, speeding revision cycles**

Burch, Bill

Network World v10n47 PP: 52 Nov 22, 1993

ISSN: 0887-7661 JRNL CODE: NWW

WORD COUNT: 382

...TEXT: line to all program members, suggested changes can be made on the fly.

Using the **network**, contractors communicate frequently via electronic mail with **project** **managers** to ensure that the work will meet **project** **requirements** when delivered. When a design phase is completed, a document is stamped with a delivery...

... latest version of a design. In addition to handling design revisions, other modules coordinate such **tasks** as sharing address books and calendars, budgeting across multiple years, routing and tracking action items...

... Eyes and MILSATCOM programs have saved an estimated \$1.4. million by using the new **procurement** system to significantly reduce the **time** needed to revise design **specifications** . Data-sharing made possible by the **network** has also resulted in fewer design changes among the different contractors.

Other organizations that may...

33/3,K/11 (Item 11 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

00663172 93-12393  
**Access beyond 107.14**  
Moss, Brenda  
Security v30n1 PP: 10-11 Jan 1993  
ISSN: 0890-8826 JRNL CODE: SRT

**ABSTRACT:** San Antonio International Airport, the city-owned, city-operated airport, launched an access **control project** in 1989, resulting in a new security communications center complete with its own power supply..

... planning committee which includes key airport staff, operations, maintenance, police and ISN. Information Systems and **Networks** , which **managed** the **project** concept, **bidding** and installation. The planning group convened weekly during the initial planning to **specify functional** and operational needs and technology. The planning group specified a card access system with highly...

33/3,K/12 (Item 12 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

00221724 84-00285  
**The Business of Beef/The Competitive Edge**  
Anonymous  
Viewpoint v11n5 PP: 1-3, 7-9 Sep/Oct 1983  
ISSN: 0091-5017 JRNL CODE: VIE

...**ABSTRACT:** keep track of this movement, as well as accounting for daily variances in cost of **goods** , depending on what **buyers** pay for cattle. The order processing operation has been recently revamped, moving from a 4341...

... International Business Machines' (IBM) Information Systems Services. Package software is used, including IBM programs for **project management** and business graphics. Mass Merchandisers Inc. (Harrison, Arkansas) also uses an IBM 3083 to make...

...the Midwest. The IBM serves the main distribution center and 4 satellite centers. Among other **tasks** , it receives input from 150 **online** terminals and provides a steady flow of lists, schedules, and reminders that coordinate picking, pricing...

33/3,K/13 (Item 13 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

00123714 80-17719  
**Planning Protection for \$ Billion Construction Projects**  
Thomas, William S.  
Risk Management v27n8 PP: 38-40 Aug 1980  
ISSN: 0035-5593 JRNL CODE: RMT

...**ABSTRACT:** direct physical damage to plant property, and 2. the resulting

delay in getting the plant on line by the scheduled completion date which will cause revenue loss. The loss of income from...

... s executives, including the risk manager and the fire protection specialist, to discuss basic loss **control** during the **project** . 2. Review **bid specifications** for fire protection contracts. 3. Discuss with the contractors the specifics of the bids. 4...

33/3,K/14 (Item 1 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

02325513 SUPPLIER NUMBER: 55558535 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Version 2 of Open Buying on the Internet: Still No XML.**  
Computergram International, NA  
August 25, 1999  
ISSN: 0268-716X LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 253 LINE COUNT: 00025

TEXT:

The Open Buying on the Internet Consortium has released its OBI v2.0 standard specification, consisting of a common set of business **requirements** , a supporting architecture, **technical** specs and guidelines. The goal for OBI-compliant applications is to improve the efficiency of...

...the small matter of Y2K-compliance: "Implementing OBI-compliant solutions will assure trading partners their **procurement** processes will work well into the future," said consortium president Bob McMahon. McMahon's day job is as the process leadership **project manager** for **internet** requisitioning at Ford Motor Co. His personal dream is of interoperability. "With OBI, different business..."

33/3,K/15 (Item 2 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

02273504 SUPPLIER NUMBER: 53971788 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**IT SERVICES: COMPUTACENTER EXPECTS TO GROW PC SERVICES.**  
Computergram International, NA  
Jan 28, 1999  
ISSN: 0268-716X LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 762 LINE COUNT: 00065

TEXT:

...expects to grow over the coming year. These related services, mainly UK-based, include electronic **procurement** , **networking** support and maintenance and make up 25% of the company's business. The percentage earned...

...for maintenance, training, software upgrades and user support; and Management services, or out-tasking, for **project management** , **procurement management** , **network** monitoring and smaller **tasks** , such as running customer helpdesks. Going forward, Computacenter is not without challenges. First, the company...

33/3,K/16 (Item 3 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

01943070 SUPPLIER NUMBER: 18355241 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**X/OPEN SWITCHES TO A CORBA-BASED APPROACH TO DISTRIBUTED SYSTEMS, NETWORK MANAGEMENT.**  
Computergram International, n926, pCGN06040014  
June 4, 1996  
ISSN: 0268-716X LANGUAGE: English RECORD TYPE: Fulltext

## TEXT:

...of an Object Management Group Corba framework to implement them. Other specifications being created for **network** management will use the same Corba framework model. Within the framework, X/Open specifies the use of remote procedure calls for systems management and Simple **Network** Management Protocol and Common Management Information Protocol, CMIP, for **network** management **tasks**, though no particular implementation. The standards group has already created an XMP application programming interface specification for consistent access of Simple **Network** Management Protocol and CMIP protocols while application-level specifications are being developed using Remote Procedure Call as the underlying mechanism. The systems management working group's common facilities **management project** is expected to advance its preliminary specification for managing instances of objects - a specification based...

...X/Open hopes that the industry will then use its specifications for product development and **procurement** purposes. An event management service specification which extends the Object Group's event services by...

33/3,K/17 (Item 4 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

01549053 SUPPLIER NUMBER: 12991117 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Getting the team together: LAN group schedulers grow up. (local area **network**) (Technology Outlook) (Buyers Guide)  
Miley, Michael  
Corporate Computing, v1, n6, p197(3)  
Dec, 1992  
DOCUMENT TYPE: Buyers Guide ISSN: 1065-8610 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 2107 LINE COUNT: 00168

... affair but soon involve others, so it is desirable to group to-dos according to **projects**, **tasks**, and people responsible. The Coordinator (with version 2 of **Network** Scheduler built in), CalAAndar, and SuperTime provide task-tracking tools that are really rudimentary **project managers**. The Coordinator classifies **tasks** according to message types, such as **requests** for information, **proposals**, and promises. This gets a bit arcane because it's based on Speech Act theory...

33/3,K/18 (Item 5 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

01501293 SUPPLIER NUMBER: 11961017 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Three cases: all CBR, but worlds apart. (case-based reasoning program development tools are described: ReMind, Esteem and CBR Express; use of CBR Express by American Airlines and a typical case are discussed)  
Release 1.0, v92, n1, p10(6)  
Jan 31, 1992  
ISSN: 1047-935X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 3086 LINE COUNT: 00235

## TEXT:

...an easy-to-use focused tool, targeted at help-desk applications and similar interactive selection **tasks**. It is itself an application written with Inference's ART-IM expert system toolset, and...Enginetics, an aerospace parts manufacturer in Dayton, Ohio. Those salespeople use spreadsheets to record and **manage** their **bids** for parts manufacturing contracts. Basically, the spreadsheet is a smart form into which salespeople enter...

...Express customer. It is building a CBR help-desk system for its SABRE

Travel Information **Network** division, which sells a turnkey back-office system, Agency Data Systems, to travel agencies. STIN...  
...plan was just to use Verity's Topic text-retrieval system to manage access to **on-line** documentation, but they had misidentified the problem (so to speak): it wasn't finding the...

...to problems so much as identifying the problems, especially for new customer-support reps, says **project manager** Lynden Tennison. Now American is still planning to use Topic for **on-line** documentation, but CBR Express will handle the first step of determining the problem. (Longrun, there...

33/3,K/19 (Item 6 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
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01426521 SUPPLIER NUMBER: 10626030 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
GEC Plessey celebrates #90m master contract from Royal Air Force. (GEC Plessey Telecommunications Ltd.)  
Computergram International, n1558, CGI04230013  
April 23, 1991  
ISSN: 0268-716X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 335 LINE COUNT: 00028

... services and civil works to house the Royal Air Force's integrated voice and data **network**. The contract is the part of the RAF's Uniter communications programme, which is being...

...and provide gateways to the Ministry of Defence, the Royal Navy, NATO and other military **networks**, as well as the public telephone **network** and other classified data systems. It will provide secure voice and data communication links, including...

...will be installed at 20 locations and comprise 40 host minicomputers and 500 terminals. The **network** structure is made up of four basic elements. A Packet Switch Subsystem, connecting RAF computers...

...Plessey's MX series of digital switches being installed at air defence headquarters, a Local **Network** Subsystem for individual sites using fibre optic cabling and a **Network** Management Subsystem enabling the whole **network** to be controlled and managed from a number of dispersed locations, helping to ensure security...

...completed in 1994 with GEC Plessey's Coventry-based Strategic Communication Systems division undertaking the **specification**, competitive **procurement** and **project management** of a civil works programme to provide the protected environment within which most of the...

33/3,K/20 (Item 7 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
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01371014 SUPPLIER NUMBER: 09439415 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Secure Information Systems, Sun and Sybase win Royal Ordnance AMANDA pact. (the Royal Army Ordnance Corps's Ammunition Management Area Network Depot Assistance System)  
Computergram International, n1516, CGI09210012  
Sept 21, 1990  
ISSN: 0268-716X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 204 LINE COUNT: 00017

... between SD-Scicon Plc and British Telecommunications Plc is celebrating a #1.5m systems integration **procurement** from the Royal Army Ordnance Corps, for ammunition depots throughout the UK and West Germany. The Fleet, Hampshire-based company won the Amanda contract - that's Ammunition Management Area **Network** Depot Assistance System - as the prime contractor of a consortium including Sybase and Sun Microsystems...



...Systems. Secure Information Systems claims its use of the Prompt and SSADM methodologies for the **project management** and design were key to winning the contract, which aims to link ammunitions depots to...

...system, which is said to rely too heavily on paper to carry out the depot tasks .

33/3,K/21 (Item 8 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
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01363251 SUPPLIER NUMBER: 08565294 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Where Wall Street's tending in trading systems design.**  
Arend, Mark  
Wall Street Computer Review, v7, n9, p46(6)  
June, 1990  
ISSN: 0738-4343 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 4821 LINE COUNT: 00377

... major trading systems projects on Wall Street. The firm also offers networking expertise, assists with requests for proposals and provides various cost analysis tasks .

"The pressures and time constraints of a trading room redesign or relocation are a difficult thing for trading managers...

33/3,K/22 (Item 9 from file: 275)  
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01354054 SUPPLIER NUMBER: 08402222 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Symmetry Software Inc. KeyPlan 1.1. (Software Review) (one of three evaluations of Macintosh project-management software in 'Project management excels on the Mac.') (evaluation)**  
Meads, Lori; Grossman, Evan O.  
PC Week, v7, n17, p85(1)  
April 30, 1990  
DOCUMENT TYPE: evaluation ISSN: 0740-1604 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 602 LINE COUNT: 00048

ABSTRACT: Symmetry Software Inc's \$395 KeyPlan 1.1 **project -management** package for the Apple Macintosh lacks the sophisticated resource leveling and analysis features found in competing products but offers a wider range of graphing options. Users first create a **network of tasks** in outline format before drawing dependency lines linking different activities. The outline system is convenient...

...separate files. Its lack of automatic resource leveling makes it relatively ineffective at task and **resource** management. **Buyers** of KeyPlan like its ease of use and formatting capabilities.

33/3,K/23 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2001 The Gale Group. All rts. reserv.

06161003 Supplier Number: 53975279 (USE FORMAT 7 FOR FULLTEXT)  
**Treasury Unit Is an Internet Payments Lab. (Financial Management Service)**  
Kingson-Bloom, Jennifer  
American Banker, v164, n40, pNA  
March 1, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 2160

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...to a new wrinkle in data encryption technology known as elliptic curves. All sorts of **Internet** payment options have gone under the Treasury's microscope, including electronic checks and digital cash...

...agency wants to "test all of the emerging electronic protocols that are moving to the **Internet** ." It ultimately wants to identify and promote standard methods for governmentwide acceptance of **on-line** payments. "The one thing we want to avoid is 150 different implementations with 150 different...

...security architecture that the Treasury could implement that will allow all these agencies to get **on-line** and collect from the public." Bankers and businesspeople who promote electronic commerce are all for...

...already using technologies such as smart cards and digital authentication. As it opens up its **on-line** dealings to the public, e-commerce could become more of a mainstream reality, closer to...

...of permitting anyone to deal with anyone else at any time via the World Wide Web . Having actually accomplished things along these lines, Mr. Grippo, the Financial Management Service's **project manager** for electronic money, is held in reverential esteem by bankers who have worked with him...

...have in our companies," Mr. Love said. "I think that's very significant." Frank Jaffee, **project manager** for electronic banking at BankBoston Corp., said, "They are being exceptionally aggressive and very intelligent." Mr. Jaffee works with Treasury officials on the electronic check pilot for Department of Defense **procurement** . "It's a bit of a surprise," Mr. Jaffee said, "because you don't think..."

...to a governmentwide rollout. The smart cards that GSA has in mind can perform many **tasks** , while the Treasury has concentrated on single applications. GSA aims to provide a role model...

...new payment mechanisms entering the payment system- like e-checks and e-cash and various **Internet** protocols-and federal agencies are going to demand to use them in transacting with the...

...29, said the program he oversees has five "prongs:" stored value cards, electronic checks (or **on-line** debit), electronic credit card transactions, electronic cash, and digital signatures. In smart cards, the Treasury...award at last year's Cardtech/Securtech show, with the Treasury and Mellon Bank's **network** services unit sharing the honors. Some hospitals and Veterans Administration medical centers are also using...

...BankBoston. The Defense Department has been the guinea pig. It is using an e-check **specification** of the Financial Services Technology Consortium-a group of major banks undertaking cooperative technology initiatives-to **purchase goods on-line** from certain vendors. Vendor enrollment has been slow. Mr. Grippo said that was mainly because...

...only that transaction volumes are low. The suppliers "like the convenience of transacting on the **Internet** and having the remittance detail delivered by e-mail," Mr. Grippo said. "The one drawback..."

...all under nondisclosure," he said. "We want to test the various payment protocols on the **Internet** -a cash protocol, a debit protocol, and a credit protocol," Mr. Grippo said. "Our key..."

...e-mail address, and therefore we can easily transact with them." Some agencies already accept **Internet** credit card payments from the public, Mr. Grippo said. For example, the Federal Communications Commission...

...American Battle Monuments Commission is accepting contributions for a World War II memorial through its **Web** site. (These activities are separate from the Internal Revenue Service's acceptance of credit cards for

tax payments, which do not go over the **Internet** .) The Treasury tested the Secure Electronic Transaction protocol for **Internet** credit card payments. Reflecting general transaction-services industry impressions, it found that the MasterCard- and...

...in its speed to market and processing efficiency. The agency finds the prevailing level of **Internet** transaction security, based on the Secure Sockets Layer session-encryption standard, adequate and is "not...  
...facilitate AADS with smart cards. "We conducted a test of elliptic curve technology over the **Internet** for credit card transactions, and it was very successful," Mr. Grippo said. "As soon as...

33/3,K/24 (Item 2 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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06005852 Supplier Number: 53400202 (USE FORMAT 7 FOR FULLTEXT)  
**A new angle on provisioning. (Industry Trend or Event)**  
Telephony, pNA  
Dec 7, 1998  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 2256

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
Telecom executives everywhere know it: Planning, designing and constructing new **network** capacity is a complex process that costs more than it should and often does not...

...design packages. Design engineers bemoan the time they must spend on administrative rather than design **tasks** . The process snags are decades old, and changes to organizational structure offer only partial-if...

...construction. This queue results from an engineering push rather than from a coordinated plan to **control work flow** . The **projects** in queue accumulate costs, whether value-added or not, and as they age they require...the visibility needed to support cost performance accountability across the process? \* Controls. Are contractor and **procurement** controls in place? \* Outsourcing. Can another organization perform the function at a lower cost and...

...retail services. The FCC has mandated that local exchange carriers provide nondiscriminatory access to their **networks** . In Europe and other countries where markets are opening to competition, **network** owners will also face new demands for interconnection. The requirements of providing interconnection-and-maintaining the quality and integrity of **networks** -will increase demands on engineering resources. In the emerging service delivery model, telcos can benefit...

33/3,K/25 (Item 3 from file: 16)  
DIALOG(R) File 16:Gale Group PROMT(R)  
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05511250 Supplier Number: 48350444  
**Projet WIN : IBM partenaire de Belgacom/**  
Echo (Belgium), p6  
March 11, 1998  
Language: English Record Type: Abstract  
Document Type: Magazine/Journal; Trade

ABSTRACT:  
...new unit at Namur. The future Belgian unit should house a staff of some 100 **project managers** , business consultants, analysts, etc. within three years. The US group already runs three subsidiaries in Liège, Charleroi, and La Hulpe where its training centre might meet the

requirements of the WIN project regarding schools. Schools are one of the five potential users of the future Intranet network that the Walloon region is willing to set up, together with the health sector, administrations...

...and small and medium firms. IBM Global Services is in a position to meet all requirements as part of the WIN project, especially in software and services terms. The company disclosed on 10 March 1998 the names...

...industrial and services partners include Microresearch, a Namur-based firm active in the development of Internet sites, Belsign, active in network securitization and validation, and Alcatel Etca. Belgacom's consortium also houses three telecoms colleagues (Ameritech...

...investment entity, will take 25% of the future winner, whatever its name. Two consortia also bid for the WIN project in addition to Belgacom. ...

33/3,K/26 (Item 4 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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05192743 Supplier Number: 47923768 (USE FORMAT 7 FOR FULLTEXT)  
PeopleSoft Builds Momentum in Public Sector with 35 New Customers in 1997.  
Business Wire, p08211333  
August 21, 1997  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 833

... Proposal (RFP) from the Steering Committee.

Among the 1,000 functional requirements detailed on the RFP, several were critical to the selection of PeopleSoft, including workflow, electronic commerce, kiosks, Internet connectivity, and optional imaging. According to Project Manager Linda Tebussek, it is the City's intent to pull the plug on the existing...

33/3,K/27 (Item 5 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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04294635 Supplier Number: 46294157 (USE FORMAT 7 FOR FULLTEXT)  
Computervision Introduces Optegra Explorer, New Visualization Tool -  
Innovative Electronic Product Definition Software Provides Decision  
Support Access to Broader Marketplace  
News Release, pN/A  
April 10, 1996  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 756

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...fit and function through visualization. All individuals involved in the product life cycle -- design engineers, project managers, procurement agents, designers, shop floor assembly technicians and others -- will benefit from using this new collaborative...

...queries to determine project status, work in progress, information on suppliers, and generate reports for tasks such as costs roll-ups, weight roll-ups, and bills of material. While analyzing the product structure, users...

...support product development process reengineering and technology implementation. Computervision Services also supports applications, systems, and networks in heterogeneous computing environments. Computervision is headquartered in Bedford, Massachusetts, and provides

sales and support...

33/3,K/28 (Item 6 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2001 The Gale Group. All rts. reserv.

04246767 Supplier Number: 46218533 (USE FORMAT 7 FOR FULLTEXT)  
**IBM AND CINCOM SYSTEMS ANNOUNCE STRATEGIC GLOBAL PARTNERSHIP Technology,  
Service and Marketing Initiatives to Increase Customer Satisfaction  
Worldwide**  
News Release, pN/A  
March 12, 1996  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1016

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...implementation strategies. IBM will also offer client/server architecture consulting, Cincom user training, integration services, **project management** and operations consulting. Cooperative Marketing and Sales Initiatives in Cincom's Strategic Markets Cincom and...

...to-order environments, CONTROL encompasses activities such as business planning, business acquisition, order management, engineering, **procurement**, manufacturing, costing, financial accounting and customer service. CONTROL is based around business processes that address critical issues such as configuring products to customer **specifications**, managing **engineering** changes, tracking materials and costs by contract/project and reporting to regulatory agencies. In addition...

...the world's leading supplier of information technology solutions in the areas of hardware, software, **networks**, consulting, integration services, maintenance and post- implementation services. To support each market segment and deliver...

...well as a wide range of consulting services and customized offerings. IBM's World Wide **Web** address is <http://www.ibm.com>. About Cincom Systems, Inc. Cincom has been developing and products -- especially those that assemble, build or engineer to customer **specifications**. CONTROL supports manufacturing, distribution, and **financial** management around a common base of business information and management procedures. For more information about Cincom and its products, please visit the company's World Wide **Web** site at <http://www.cincom.com>.

33/3,K/29 (Item 7 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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02869494 Supplier Number: 43866262 (USE FORMAT 7 FOR FULLTEXT)  
**PC/LAN OPPORTUNITY COMES KNOCKING**  
Computer Reseller News, p137  
May 31, 1993  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 318

Over the next five years, major opportunities exist in supporting large PC/LAN-enabled projects that companies will undertake to improve organizational productivity. Resellers capable of coordinating the...

...efforts, on a national and global scale, will reap higher margins typically associated with general **procurement** sourcing. The challenge will not be in providing services, but in managing the integrated delivery of those services to meet the demanding **requirements** of **project managers**.

Today, \$5 million to \$20-million branch- and field-automation projects are being rolled out...

33/3,K/30 (Item 8 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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01637929 Supplier Number: 42025112 (USE FORMAT 7 FOR FULLTEXT)  
GEC PLESSEY CELEBRATES GBP90m MASTER CONTRACT FROM ROYAL AIR FORCE  
Computergram International, n1658, pN/A  
April 23, 1991  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 313

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...services and civil works to house the Royal Air Force's integrated voice and data **network** . The contract is the part of the RAF's Uniter communications programme, which is being...

...and provide gateways to the Ministry of Defence, the Royal Navy, NATO and other military **networks** , as well as the public telephone **network** and other classified data systems. It will provide secure voice and data communication links, including...

...will be installed at 20 locations and comprise 40 host minicomputers and 500 terminals. The **network** structure is made up of four basic elements. A Packet Switch Subsystem, connecting RAF computers...

...Plessey's MX series of digital switches being installed at air defence headquarters, a Local **Network** Subsystem for individual sites using fibre optic cabling and a **Network** Management Subsystem enabling the whole **network** to be controlled and managed from a number of dispersed locations, helping to ensure security...

...completed in 1994 with GEC Plessey's Coventry-based Strategic Communication Systems division undertaking the **specification** , competitive **procurement** and **project management** of a civil works programme to provide the protected environment within which most of the...

33/3,K/31 (Item 1 from file: 160)  
DIALOG(R)File 160:Gale Group PROMT(R)  
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01551953  
Information systems-Tools for project management.  
CHEMICAL ENGINEERING PROGRESS January, 1987 p. 52-591

Santa Fe Braun's **Project Management** Information System (PIMS) combines data on engineering, design, **procurement** and construction operations into a single database to provide **project managers** and personnel with timely, reliable information. The PIMS has been in operation for 3 years and allows users to access real-time information on -line . A modular structure provides flexibility and allows users to obtain the information necessary to meet the **requirements** of any **project** . Authorized personnel can create, update or access certain parts of the database. Other users can...

... project. Other advantages of an integrated database vs traditional systems include improvements in productivity, materials **management** and **project management** information. Article discusses man-machine interface, management support, role of the **project manager** , report hierarchy and information system limitations. ...

33/3,K/32 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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10941427 SUPPLIER NUMBER: 54348759 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
IBM e-business: creating business value.  
Computer Industry Report, 33, 19, 1(4)  
Feb 19, 1999  
ISSN: 0889-082X LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 1476 LINE COUNT: 00124

... capability, and offerings.  
To sustain the fast growth in its services business, IBM formed an extranet of potential subcontractors to streamline the procurement of more than \$3 billion a year in part-time programmers, engineers, and project managers. By broadcasting its requirements via the Internet, it is able to produce a qualified list of potential subcontractors in 3 days instead...

33/3,K/33 (Item 2 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2001 The Gale Group. All rts. reserv.

10894076 SUPPLIER NUMBER: 54170683 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
State of the Art.(project management software)  
Inc., 62(1)  
March 16, 1999  
ISSN: 0162-8968 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 3368 LINE COUNT: 00262

... When the job started, at Meyring's direction, Swinerton & Walberg, the general contractor, used SureTrak Project Manager to create a Gantt chart for the project. The schedule specifies every aspect of construction (from planning for the purchase of materials to stating when the work should be completed) and breaks each into tasks (for the materials-purchase phase, for instance, ordering the materials and producing shop drawings) for all the participating contractors...

...turn, converted that chart to a JPG file and published it on the In-Site Web site, where authorized project members are able to review it. The contractors who have access to the site can see when specific tasks are scheduled for completion and how each task relates to other work. For example, the drywall contractor could see what time the framing, electrical wiring, plumbing, and insulation were scheduled to be completed--all tasks that must be done before the drywall can go in. Using DWF, a standard Web format for computer-aided design drawings, Meyring also publishes the architect's construction documents through...

33/3,K/34 (Item 3 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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05189803 SUPPLIER NUMBER: 10846718 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
IRM chief learns to manage uncertainty of the new. (information resources management; associate deputy secretary Charles R. Hilty) (includes biographical data) (GCN Profile: Agriculture Department) (interview) Rogers, Bill  
Government Computer News, v10, n12, p70(2)  
June 10, 1991  
DOCUMENT TYPE: interview ISSN: 0738-4300 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 1003 LINE COUNT: 00074

... the fiscal year and the end of the old Telenet contract.  
As I understand it, procurement authorities required us to use FTS 2000 services for any purpose that could be met...

...Services Administration by the Mitre Corp. showed that FTS 2000 could provide almost all our **network requirements** . So the AgComNet **project** has changed from just a **procurement of network services** into a **project to manage** the FTS 2000 transition for all our agencies.  
GCN: Several of your agencies are planning...

33/3,K/35 (Item 4 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2001 The Gale Group. All rts. reserv.

04136508 SUPPLIER NUMBER: 08098259 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Writing technical specifications for database authorization.**  
Kranz, Jack  
Library Resources & Technical Services, v33, n4, p358(8)  
Oct, 1989  
ISSN: 0024-2527 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 3124 LINE COUNT: 00272

... less forgiving online catalog where what you search is what you get.

Preparatory to the **procurement** of a turnkey online public access catalog and circulation system, the University Libraries issued a contract to an authority...

...OPAC authority control subsystem. Provision of authorized headings and authority records would meet the basic **functional** requirements of the libraries' authority control **project** . To attain this goal it was necessary to prepare precise specifications for the authority control...

33/3,K/36 (Item 5 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Second Annual Directory of Human Resources Services, Products and Suppliers, January 1989. (directory)**  
Personnel, v66, n1, pD1(167)  
Jan, 1989  
DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 155534 LINE COUNT: 14711

... Directory of  
software and services, and annual  
management compensation survey of senior  
positions in distribution, **purchasing** ,  
transportation, and warehousing. We market  
software COBRA/PC+ for benefits  
departments, and SALPLAN, for salary...software  
evaluation, seminars, documentation for  
mainframe and micro-based systems, senior  
level cost justification approaches,  
**project** planning, custom training on HRIS  
features and implementation issues. Martin-Roche Associates, Inc., 64  
Division...08540; 609-497-1290  
Contact: Ms. Danielle Walker, Vice-President,  
Marketing  
Ridgewood Human Efficiency, Survey **Service** , P.O. Box 110,  
Ridgewood, NJ 07451; 201-447-0884  
Contact: Dr. Tom Hertig, President...890-4636;  
800-544-4023  
Contact: Charles Jutkiewicz,  
Vice-President, Marketing  
Timeplace Inc., is an on -line information  
service organization which produces and



delivers professional development directories,  
products, and services in private...

36/3,K/1 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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11755637 SUPPLIER NUMBER: 55127378 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
To encode and serve Dishing the DVD service bureaus. (Statistical Data  
Included)

Ozer, Jan

EMedia Professional, 12, 7, 24

July, 1999

DOCUMENT TYPE: Statistical Data Included ISSN: 1090-946X

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 4459 LINE COUNT: 00431

... the Pioneer. Otherwise, audio quality was strong.

Crush is primarily a DVD production house, offering **project management**, graphics design, custom programming for DVD-ROM projects, subtitle creation, and of course, DVD authoring...

...to work with its prospective clients on a one-to-one basis, though you can **request a bid online**. Crush assigns a DVD producer to each project, and planning typically involves two or three...

...this DVD producer--schooled in all project disciplines--helps ensure that the customer's unique **project requirements** are identified and fulfilled.

So far, Crush has produced more than 150 corporate DVD projects...

42/3,K/1 (Item 1 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
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01499251 SUPPLIER NUMBER: 11920145 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Ask and receive. (guidelines for writing an effective Request for  
Proposal) (part 2) (Business) (Tutorial)

Rao, Anand

LAN Magazine, v7, n2, p129(4)

Feb. 1992

DOCUMENT TYPE: Tutorial ISSN: 0898-0012 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2198 LINE COUNT: 00182

...ABSTRACT: needs. A successful RFP requires teamwork and systematic procedures. The RFP team should perform a cost/benefit analysis after the requirements analysis phase is complete. A project proposal report that includes an executive summary, an introduction and existing and proposed system descriptions should be drawn up and presented to the company's management. The RFP has many functions: first, it serves as a system proposal that invites proposals from bidders; it is also a business document that will initiate a business contract between the bidder and the proposing company; finally, the RFP is a technical document that describes clearly the system's technical priorities. RFPs are either complete proposals or solutions proposals; both types should include an executive summary, instructions to the bidders, an introduction, a description of the existing system, the project scope, a requirements list, a statement of work, the service requirements, the terms and conditions, the legal requirements...

... ready to prepare a project proposal report that it will present to the company's management. The project proposal report should thoroughly describe the system that will be installed, its projected costs and... questionnaires, and reference documents.

WRITING THE RFP

The process of writing the RFP begins when management approves the project proposal. Writing should be done in several stages.

First, prepare a story board. A story...

42/3,K/2 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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07595573 SUPPLIER NUMBER: 16229553 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Neither rain, nor sleet, nor darkness of displays...? (US Postal Service)  
Power, Kevin

Government Computer News, v13, n23, p11(2)

Oct 17, 1994

ISSN: 0738-4300 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 600 LINE COUNT: 00051

...ABSTRACT: encouraged postal officials to resurrect the program; the USPS will issue a request for proposals (RFP) for prototype kiosks that can be accessed through the Internet and value-added networks (VAN). Electronic correspondence projects based on e-mail technology will also be developed. The USPS sees its business services expanding to encompass such tasks as certifying digital signatures' authenticity.

... method for public access to governmentwide information [GCN, May 30, Page 71].

Susan Smoter, kiosk project program manager, said the Postal Service will issue a solicitation for prototype kiosks that would let users  
...

42/3,K/3 (Item 2 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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06728522 SUPPLIER NUMBER: 14457854 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Telecom vendors to have key say in building massive DOD network. (includes related articles about General Services Administration's conference on government telecommunications contracts and defense projects' bulletin board)  
Washington Telecom News, v1, n18, p1(3)  
Oct 11, 1993  
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 518 LINE COUNT: 00046

... offices along a single network entity.  
Col. Tony Cira, a Defense Information Systems Administration (DISA) project director, has already met with hundreds of prospective contractors in meetings held at Ft. Belvoir, Va., near Washington. Cira said vendors will have "major input" in determining the network's cost-efficient solutions and its primary requirements. (Vendors can discuss the project prior to an RFP by contacting Cira at 703/692-4164.)  
DISA officials who plan to offer RFPs (Request...

...and maintenance, implementation, logistics support and information services. Responders further recommend that DISA: name a manager for the project; strengthen DISA's systems integration capabilities; focus acquisition strategy on functional requirements as opposed to...

42/3,K/4 (Item 3 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2001 The Gale Group. All rts. reserv.

04132188 SUPPLIER NUMBER: 07798096 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Integrated office automation; workers want more than just word processing. (office automation in federal agencies)  
Shields, Jim  
Government Computer News, v8, n21, p65(3)  
Oct 16, 1989  
ISSN: 0738-4300 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 2566 LINE COUNT: 00202

... only a small part of it."  
FOAC assists agencies on a cost-reimbursable basis. Most projects cost \$1 million or more. "We help agencies determine their functional requirements and write requests for proposals as necessary," Touchton said. "In some cases we also purchase local area network cases we also purchase local area network hardware, software, training and service for the client agency."  
Custom Tailored  
Larson said HHS now is trying to decide how to integrate mail, calendars and project assignment/management into its networks. "We're looking at products that use the Banyan StreetTalk addressing scheme..."

49/3,K/1 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01829712 04-80703  
**Extranets to build on**  
Doherty, Paul  
Informationweek n735 PP: 73-82 May 24, 1999  
ISSN: 8750-6874 JRNL CODE: IWK  
WORD COUNT: 2160

**ABSTRACT:** BidCom Inc.'s in-Site, BlueLine Online Inc.'s **ProjectNet**, and Framework Technologies Corp.'s ActiveProject extranet design software packages are reviewed. The products are different in that each handles different pieces of a long project cycle. **ProjectNet** is best at dealing with the intricacies of the design process and for project team...

...**TEXT:** projects, scenario planning, and PERT and Gantt charts (PERT is a flowchart-like view of **project tasks**, and Gantt is a time-line view of the **tasks**). They're missing integrated estimating features, too.

(Illustration Omitted)

Captioned as: First out: BlueLine Online...

... can synchronize their Palm with their project extranet and perform a subset of in-Site **tasks**. The reading of CAD drawings, an important task in building construction, can't be ...lists and inspection reporting, are fine.

BidCom also offers paging notification and faxing for certain **tasks**. These features provide the ability to link team members to the operations of the extranet...

49/3,K/2 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2001 ProQuest Info&Learning. All rts. reserv.

01708674 03-59664  
**Office market analysis: Improving best-practice techniques**  
Howarth, Robin A; Malizia, Emil E  
Journal of Real Estate Research v16n1 PP: 15-34 1998  
ISSN: 0896-5803 JRNL CODE: JRR  
WORD COUNT: 7054

...**ABSTRACT:** of assigning market capture rates, and 5. conducting sensitivity analysis of the key variables affecting **project net** operating income.

...**TEXT:** estate products, make timing extremely important (the "development window") for even the best conceived office **projects**. One of the main **tasks** of market research in this context is to investigate whether a proposed project meets the...

... study; and (3) marketability study. These components each have a unique objective and set of **tasks**. The order of these **tasks** leads the market analyst from general insights about the market (market overview), to forecasts of...

... study). See Exhibit 1 for the authors' model of the market analysis process.

The key **tasks** of market analysis include : (1) discussing megatrends affecting user preferences and product design; (2) estimating...

...office market research for (re)development projects. See Exhibit 2 for a summary of the **proposals** presented below compared to existing practices, risks mitigated by implementing the proposals and additional data requirements Improvements to...

49/3,K/3 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01705632 03-56622

**The power to cope with deregulation**

Garvey, Martin J  
Informationweek n700 PP: 259-267 Sep 14, 1998  
ISSN: 8750-6874 JRNL CODE: IWK  
WORD COUNT: 1893

...ABSTRACT: companies such as Niagara Mohawk are implementing asset-management programs. Before embarking on any **IS project**, net cash flow, capital expense, and depreciation are all factored into the picture. A wiser use...

...TEXT: of asset management, however; retail outfits, for instance, long ago established such programs to keep **costs** down, a vital **requirement** in an industry with low profit margins.

But back in the days before deregulation, utilities...

...the company no longer has to dedicate considerable time and resources to mundane software installation **tasks** .

(Table Omitted)

Captioned as: UTILITIES

(Table Omitted)

Home Run was the result of a seven...

49/3,K/4 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01615184 02-66173

**Techniques and tools for project cash flow prediction in the Australian construction industry**

O Leary, Timothy R; Tucker, Selwyn  
Transactions of AACE International PP: CS61-CS66 1996  
ISSN: 1074-7397 JRNL CODE: AEE  
WORD COUNT: 5019

...ABSTRACT: CSIRO (Australia), Division of Building Construction and Engineering, call FINCASH, which is specifically designed for **project cash-flow management** and is widely used by quantity surveyors, cost engineers, developers and contractors. A technique in...

...TEXT: and manage the finances of a large project as it progresses.

There are three main **requirements** of a construction **project** where knowledge of cash flows is the underlying key element. The first requirement is that the client estimate as accurately as possible, with limited information, the final **cost** of the **project** . The second **requirement** is to forecast the fluctuations in the monthly cash flow in order to arrange for funds to be available when needed. The third **requirement** is to manage the **schedule** so that the planned cash flow schedule is met and the final cost continuously updated...

... an accurate cash flow forecasting and monitoring process is required to match and update the **project** financing **requirements** against annual or semiannual capital budgets.

PROBLEMS WITH TRADITIONAL APPROACHES

The total contract price of...fixed-price contracts, project cost engineers who are engaged in selecting contractors and reporting on bids will **request** one, although in many cases the project includes separate contracts, charges, and contingencies that the...  
...clients financial commitment.

## FORECASTING MODELS

### Simplifying the Approach

Instead of defining each activity and its **cost** in great **detail**, an alternative, quick, easy, and effective cash flow forecast can be achieved by modeling the...calendar, profile, escalation, retention, and interest. These objects are treated as reference books by the **project** to look up how their **specification** is to affect the cash flows.

Cash flows are calculated on demand; results are stored...time scale we choose and input. Represented by tables and graphs, we can model the **project cost** in **detail**. More sophistication is required when we want to build models that can aggregate across physical...

...can result in tools that improve the efficiency and accuracy of the analysis of the **financial requirements** of a **project** before and during construction. One such implementation of this approach is the FINCASH model.  
FINCASH...

... provides sufficient information to the construction managers and client to indicate the state of the **project**, to forecast cash flow **requirements**, and to update final **costs**.

### Reference:

### REFERENCES

1. Balkau, B.J. A Financial Model For Public Works Programmes. Paper to...

49/3,K/5 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00915455 95-64847  
**Effective bid pricing for unit price contracts**  
Burnett, John E; Finch, J Howard  
Engineering Economist v39n4 PP: 293-311 Summer 1994  
ISSN: 0013-791X JRNLCODE: EEC  
WORD COUNT: 5596

...ABSTRACT: winner's curse dilemma is also examined. The analysis shows how the conditional distribution of **project net** present value, given a winning bid, is adversely affected, and provides a means to incorporate...  
...TEXT: for the project lies not with the firm's management, but with the agent who **requested** the **bids**. Therefore, the firm must be careful to bid a price that would, in a capital...

...s objective is to bid a price such that the project's net present value, **evaluated** at the **bid** price and required rate of return, is equal to zero. This will insure that the...total cash flows, detailing the cash flow variables in this way allows a completely general **financial specification** of the **project** that includes the relevant cost variables, taxes, depreciation, and capital investment.

Making the appropriate substitutions...BP sub 1 \* and BP sub 2 \* represent single item bid prices corresponding to the **specified** allocation of **cost** cash flows in (6) and the delivery schedules associated with each bid item. Equation 7...

... of this pricing anomaly may be difficult for the firm itself or for the agent **requesting** the **bids**. To the agent, it might give the impression that the firm is trying to unbalance...

... implications for unbalanced bidding strategies, a thorough treatment is beyond the scope of this paper.

#### **COST SENSITIVITIES**

The importance of **specifying** a completely general model for the ... taking partial derivatives of the bid-pricing expression in (4). The following expressions give the **change** in **bid** price for a **change** in per-unit variable cost in period  $i$  and a change in fixed costs in...

...results when other discount rates are used.)

The points in Figure 1 represent the required **change** in **bid** price associated with a \$1 increase in per-unit variable cost in period  $i$ . (figure...

... due to the pattern of delivery schedule have not changed. However, the magnitude of the **changes** in **bid** price have generally increased with the shorter project duration. In this case, the \$1 period...

... to project duration. (table 3 omitted) Panels A, B, and C isolate the differences in **bid** price **changes** due to project duration for the increasing, decreasing, and constant delivery schedules respectively. For the...

... of possible variable cost increases in the future, such as the effects of inflation or **renegotiated** wage contracts. Clearly, the delivery schedule and duration of the project are important factors for...the most cost effective way.

2. Fixed Costs. Table 4 shows the sensitivity of the **bid** price to **changes** in fixed costs in a given period. (table 4 omitted) The delivery schedules are identical to those used in the variable **cost comparisons**. As before, fixed **costs** in the other periods remain the same.

In both cases, the largest effect in each period is always associated with an increasing delivery schedule. In addition, the magnitudes of the **changes** in **bid** price are much smaller than those associated with increases in variable costs. In the examples...

...costs.

Together, Panels A and B also illustrate the effect of project duration on the **changes** in **bid** price. In contrast to variable costs, the effects of fixed costs in the 5-period...

...as administrative or overhead expenses. However, we have shown that in a unit price contract **changes** in a **bid** item's variable costs have a much greater effect on the **bid** price than **changes** in the firm's fixed costs. Hence, managers should focus as much, or more, attention...

... auction where the lowest per-unit bid price wins the project, the bidding firm must **adjust** its **bid** to compensate for the winner's curse. Let  $BP^*$  be a corrected bid price that provides an adjustment for the winner's curse. In Figure 3 the **adjusted** **bid** price should shift the NPV distribution back to the right, eliminating the increased probability of... added dimension of pricing flexibility. This flexibility may be especially useful in analyzing and/or **evaluating** unbalanced **bid** strategies.

Sensitivity of the bid price to both fixed and variable costs was shown to ...

... aware of the winner's curse associated with a type of selection bias. Bidders should **adjust** their **bids** according to the amount and accuracy of information known regarding the value of the project...



49/3,K/6 (Item 6 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00902013 95-51405  
**Portability opens up 800-services market**  
Briere, Daniel  
Network World v11n33 PP: 41-46 Aug 15, 1994  
ISSN: 0887-7661 JRNL CODE: NWW  
WORD COUNT: 5530

...ABSTRACT: by 800 portability is forcing users to take a different look at the service's **market**. Net managers **buying 800 services** today have to evaluate carriers based on the depth of features offered, the applications support...

...TEXT: bureau--based on Sprint's Allocation Routing feature that divides calls based on subscriber-set **parameters**.

FTD also operates a real-time dealer locator service, which routes calls to the FTD florist nearest to the person that...custom contracts. AT&T's network management is also extremely broad. Its On-Line Call **Detail Delivery-Real Time** management system enables customers to download 800 service calling data to workstations within two minutes...

49/3,K/7 (Item 7 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00379092 87-37926  
**Using a Late-Start Resource-Constrained Project Schedule to Improve Project Net Present Value**  
Smith-Daniels, Dwight E.; Aquilano, Nicholas J.  
Decision Sciences v18n4 PP: 617-630 Fall 1987  
ISSN: 0011-7315 JRNL CODE: DSI

**Using a Late-Start Resource-Constrained Project Schedule to Improve Project Net Present Value**

...ABSTRACT: in a resource-constrained project environment, an important criterion for success is the maximization of **project net present value** (NPV). A procedure is proposed for developing a late-start, resource-constrained project schedule using the critical **path** method-material **requirements** planning. Using as evidence an extensive set of problems from the literature, it is demonstrated...

49/3,K/8 (Item 1 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
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01154160 SUPPLIER NUMBER: 00651824 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**IBM, Merrill Lynch Cut Back on Joint IMNET Marketing.**  
Kramer, M.  
PC Week, v2, n37, p137  
Sept. 17, 1985  
ISSN: 0740-1604 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 871 LINE COUNT: 00071

ABSTRACT: Marketing efforts for International **MarketNet** (IMNET), a joint venture between IBM and Merrill-Lynch have been severely cut back. The... party databases and news services. Quotron already offers some 27 services, while IMNET is still **negotiating** with database providers.

49/3,K/9 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)

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06362709 Supplier Number: 54713911 (USE FORMAT 7 FOR FULLTEXT)  
**BlueLine Online Announces ProjectNet 3.0.**  
PR Newswire, p7131  
May 25, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 897

**BlueLine Online Announces ProjectNet 3.0.**  
... of designing and building a project. Architects, engineers and contractors and their staffs have real-time Internet access to drawings, **specifications**, meeting minutes, action items, Requests for Information (RFI), punch lists and other shared process oriented...

...measurements and takeoffs with the ability to export counts to a spreadsheet.

Synchronize Calendar and **Tasks** -- ProjectNet 3.0 is fully integrated with Microsoft Outlook, PalmPilot and WindowsCE devices. Its smart downloading feature lets users synchronize the ProjectNet Calendar and ProjectNet **Tasks** (including RFI's and action items from Meeting Minutes) with Microsoft Outlook on whichever device...

49/3,K/10 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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05877482 Supplier Number: 53055063 (USE FORMAT 7 FOR FULLTEXT)  
**Blue-Line/On-Line Introduces ProjectNet InterPrise; Web-Based Enterprise Collaboration Solution.**  
PR Newswire, p3361  
Oct 5, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1115

**Blue-Line/On-Line Introduces ProjectNet InterPrise; Web-Based Enterprise Collaboration Solution.**  
... project issues."  
ProjectNet is designed for customization to address workflow, technology support, and file format **requirements of engineering**-related work processes within specific vertical industries. With its enhanced work process engines and support...

49/3,K/11 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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10155307 SUPPLIER NUMBER: 19778985 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Project management. **(four project- management software packages for small business)** (includes a related article on the top project management Web sites)(Everything You Need to Run Your Business) (Software Review) (Evaluation)  
Heck, Mike  
PC World, v15, n10, p190(1)  
Oct, 1997  
DOCUMENT TYPE: Evaluation ISSN: 0737-8939 LANGUAGE: English  
RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 797 LINE COUNT: 00070

Project management. **(four project- management software packages for small business)** (includes a related article on the top project management Web sites)(Everything You Need to Run Your Business) (Software Review) (Evaluation)

ABSTRACT: **Project management** software can help businesses determine the effects of a project delay, the staffing a project...

...5.0 focuses on scheduling but neglects budgeting and resource management. Primavera Systems' \$399 SureTrak **Project Manager** 2.0 offers more advanced resource and budgeting features than Microsoft Project, but its on-screen forms and menus require **project -management** experience. IMSI's \$99 TurboProject is the best of the four packages for large projects

... more complex areas, like the Gantt timeline, wizards step in when you try to connect **tasks** in ways that don't fit your schedule. The Resource view helps you balance team...

...out- liner, then click and drag to indicate every step's duration. You can link **tasks** and see the **schedule** 's duration change as individual task times are modified.

It's too bad that not...

...and menus requires some pro- ject management experience.

Unique among its competitors, SureTrak can key **tasks** for each team member to colored bands on a chart, making it easy to gauge your workload even if the **tasks** are spread throughout a **project** . The Spotlight tool highlights **tasks** , such as everything that must be completed during a certain week. Unless you need SureTrak...

53/3,K/1 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06564813 Supplier Number: 55456742 (USE FORMAT 7 FOR FULLTEXT)  
**John Strand Joins WellBid Board of Directors.**  
Business Wire, p0375  
August 16, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 544

**John Strand Joins WellBid Board of Directors.**

**WellBid** Inc. is pleased to announce the addition of technology development expert John Strand to its Board of Directors.

The addition of Mr. Strand bolsters **WellBid** 's impressive management roster, bringing additional technical clout to the bold new company.

**WellBid** 's goal is to revolutionize the multi-billion-dollar oil and gas industry. Using the power and convenience of the Internet, **WellBid** plans to usher in a new era of prosperity by streamlining outdated business activities, improving...

...and in engineering from Tulane University.

Leaders in oil and gas who have seen the **WellBid** stratagem agree that the company will quickly become an integral part of procurement and well...

...true win-win situation in which all facets of the industry can prosper and grow.

**WellBid** Inc. is located at 4155 East Jewell Avenue, Suite 225, Denver, Colorado, 80222. For more information about **WellBid** products or services, visit our web site at [www.wellbid.com](http://www.wellbid.com), email [info@wellbid.com](mailto:info@wellbid.com), fax 303/300-3534, or call 303/300-3520.

53/3,K/2 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06564811 Supplier Number: 55456740 (USE FORMAT 7 FOR FULLTEXT)  
**WellBid's Jeff Livesay Brings the Internet to the Oil and Gas Industry.**  
Business Wire, p0374  
August 16, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 407

**WellBid's Jeff Livesay Brings the Internet to the Oil and Gas Industry.**

Jeffery A. Livesay, a 22-year-veteran of the computer and communications industries, has founded **WellBid** Inc., a bold new company aimed at revolutionizing the multi-billion-dollar oil and gas industry.

Using the power and convenience of the Internet, **WellBid** will usher in a new era of prosperity for the oil and gas industry by...

...and sales professionals, all of whom have decades of oil and gas or computer experience, **WellBid** aims to create a true win-win situation in which all facets of the industry can prosper and grow. Leaders in oil and gas who have seen the **WellBid** stratagem agree that the company will quickly become an integral part of procurement and well...  
...for a Master's Degree in Computer Science in 1987 at North Carolina State University.

**WellBid** Inc. is located at 4155 East Jewell Avenue, Suite 225, Denver, Colorado, 80222. For more information about **WellBid** products or services, email [info@wellbid.com](mailto:info@wellbid.com), fax 303/300-3534, or call 303/300-3520.

57/3,K/1 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
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11267680 SUPPLIER NUMBER: 55456740 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**WellBid's Jeff Livesay Brings the Internet to the Oil and Gas Industry.**  
Business Wire, 0374  
August 16, 1999  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 450 LINE COUNT: 00039

**WellBid's Jeff Livesay Brings the Internet to the Oil and Gas Industry.**  
**Jeffery A. Livesay**, a 22-year-veteran of the computer and  
communications industries, has founded WellBid Inc., a...

File 9:Business & Industry(R) Jul/1994-2001/Jun 15  
 (c) 2001 Resp. DB Svcs.  
 File 623:Business Week 1985-2001/Jun W3  
 (c) 2001 The McGraw-Hill Companies Inc  
 File 810:Business Wire 1986-1999/Feb 28  
 (c) 1999 Business Wire  
 File 624:McGraw-Hill Publications 1985-2001/Jun 14  
 (c) 2001 McGraw-Hill Co. Inc  
 File 636:Gale Group Newsletter DB(TM) 1987-2001/Jun 15  
 (c) 2001 The Gale Group  
 File 621:Gale Group New Prod.Annou.(R) 1985-2001/Jun 15  
 (c) 2001 The Gale Group  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc  
 File 20:World Reporter 1997-2001/Jun 18  
 (c) 2001 The Dialog Corporation  
 File 634:San Jose Mercury Jun 1985-2001/Jun 15  
 (c) 2001 San Jose Mercury News

Set	Items	Description
S1	436654	PROCUREMENT? OR EPROCUREMENT? OR (PROCUR? OR PURCHAS? OR B-ID? ? OR BIDDING OR BUY?) (3N) (GOODS OR SERVICE? ? OR EQUIPMENT OR MATERIALS OR SUPPLIES OR SCHEDULE()BASED OR RESOURCE?)
S2	4974234	ONLINE OR ON()LINE OR INTERNET OR INTRANET OR EXTRANET OR -NETWORK? OR VPN OR VPNS OR WAN OR WANS OR LAN OR LANS
S3	2735874	WEB OR WEBSITE? OR PORTAL? ? OR APPLICATION()SERVICE()PROVIDER? ? OR ASP OR ASPS
S4	101720	S1(S) (S2 OR S3)
S5	258395	(MATERIALS OR RESOURCE? ? OR GOODS OR EQUIPMENT OR SUPPLIES) (3N) (MANAG? OR ALLOCAT? OR REALLOCAT? OR ASSIGN? OR REASSIGN?)
S6	10300	(PROJECT? ? OR MULTIPROJECT?) (S) (WORKFLOW? OR (WORK OR PROCESS OR PROCESSES) (2N)FLOW? ? OR LIFECYCLE? OR LIFE()CYCLE? ? OR CONCEPT (1W)COMPLETION)
S7	267508	S5 OR S6
S8	96071	(REQUEST? OR INVIT? OR SOLICIT?) (3N) (PROPOSAL? ? OR QUOTE? ? OR QUOTATION? OR BID? ?) OR RFP OR RFPS OR ITB OR ITBS OR RFQ OR RFQS
S9	3790147	PARAMETER? OR SPECIFICATION? OR SPECIFY? OR SPECIFIE? ? OR REQUIRE? OR REQUISITE? OR DETAIL? ?
S10	325267	S9(3N) (PROJECT? ? OR TECHNICAL OR ENGINEERING OR PHYSICAL? OR FUNCTION? OR TEMPORAL? OR TIME? ? OR TIMING OR SCHEDULE? OR GEOGRAPHIC? OR FINANCIAL OR COST?)
S11	287727	S9(3N) (GATHER? OR COLLECT? OR SPECIFY? OR SPECIFIE? OR INPUT? OR ENTER?)
S12	579245	S10 OR S11
S13	169779	(COMPAR? OR EVALUAT? OR REVIEW? OR ANALY?) (3N) (PROPOSAL? ? OR BID? ? OR QUOTE? ? OR QUOTATION? OR RESPONSE? ? OR ALTERNATIVE? OR COST? ?)
S14	1165946	NEGOTIAT? OR RENEGOTIAT? OR (MANIPULAT? OR ADJUST? OR MODIFY?) (2N) (PROPOSAL? OR BID? ?) OR (PROPOS? OR SUGGEST?) (2N) (ALTERNATIVE? OR SUBSTITUT? OR CHANG? OR MODIF?) OR ECONOMIES(1W) -SCALE
S15	73534	RECONCILIATION? OR RECONCIL? (5N) (INVOICE? OR COST? ? OR EXPENSE? OR PURCHASE()ORDER? ? OR PO OR REQUISITION? OR ACCOUNT? ? OR STATEMENT?)
S16	2	S4 AND S7 AND S8 AND S12 AND S13 AND S14 AND S15
S17	2	S16 NOT PY>1999
S18	2	S17 NOT PD=>991001
S19	2	RD S18 (unique items)
S20	80	S4 AND S6 AND S8 AND (S12 OR S13 OR S14 OR S15)
S21	13	S20 NOT (PY>1999 OR S19)
S22	12	S21 NOT PD=>991001
S23	6	RD S22 (unique items)
S24	1	S4(S)S8(S)S13(S)S14(S)S15
S25	0	S24 NOT (PY>1999 OR S19 OR S23)
S26	60	S4 AND S8 AND S15
S27	9	S26 NOT (PY>1999 OR S19 OR S23)

S28	9	S27 NOT PD=>991001
S29	8	RD S28 (unique items)
S30	229	S4(S)S15
S31	43	S30/TI,AB,DE,LP
S32	21	S31 NOT (PY>1999 OR S19 OR S23 OR S29)
S33	21	S32 NOT PD=>991001
S34	20	RD S33 (unique items)
S35	44	(S2 OR S3)(S)S6(S)S8
S36	11	S35 NOT (PY>1999 OR S19 OR S23 OR S29 OR S34)
S37	9	S36 NOT PD=>991001
S38	8	RD S37 (unique items)
S39	206	WELLOGIX OR WELLBID OR ENERSECTION
S40	9	S39 NOT (PY>1999 OR S19 OR S23 OR S29 OR S34 OR S38)
S41	4	S40 NOT PD=>991001
S42	2	RD S41 (unique items)
S43	4	AU="LIVESEY"
S44	2	RD S42 (unique items)
S45	4	RD S43 (unique items)

19/3/K/1 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04043377 Supplier Number: 53413255 (USE FORMAT 7 FOR FULLTEXT)  
UN: Internal Oversight Office recs should be implemented only when Gen Assy  
so decides.  
M2 Presswire, pNA  
Nov 17, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 9613

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...commenced. Established instructions should be complied with by all  
administrations. The Board's review of **procurement** revealed continued  
deficiencies in planning, **inviting bids** and awarding contracts and lack  
of verification of completion of contracts before disbursing funds, he  
continued. The **Procurement** Manual should be adhered to, and should  
include guidelines for open tendering. The Board had...

...Budgetary Questions (ACABQ), that body's Chairman, C.S.M. Mselle, said  
efforts to reform **procurement** practices had been implemented, but their  
effectiveness had yet to be evaluated. The Auditors should...  
...recommendations. The Committee will meet again at 3 p.m. today, to  
continue discussing human **resources management** and to resume its  
consideration of the programme budget for the biennium 1998-1999. Committee  
...

...The Administration should accelerate the pace of preparing for managing  
the year 2000 issue. On **procurement**, the Board recommends that the  
Administration plan its major maintenance work sufficiently in advance to  
...

...to respond, according to the report. Guidelines for open tendering  
should be included in the **Procurement** Manual, which should also **specify**  
the frequency at which the Supplier Review Committee should review the  
evaluation of potential suppliers...the old general accounting system to  
the IMIS, the report states. Other findings included that **procurement**  
purchases valued over \$188 million were considered on ex post facto, or  
partially ex post...

...to 13 recommendations made by the Board, on issues ranging from  
arbitration to liquidation. Regarding **procurement**, the Secretary-General  
explains that in certain circumstances recommended lead times were not  
practical, in which cases **procurement** sections resorted to known  
suppliers. Several recommendations refer to managing inventory and assets  
of peacekeeping...

...of Peacekeeping Operations was engaged in a comprehensive review of the  
property survey process. Some **proposed changes** would enhance records  
management systems and would allow local cases to be settled at the...staff  
promotion cases; UNITAR now had delegation from the United Nations Office  
in Geneva for **procurement** below \$25,000, which meant better, quicker  
service, but did not allow it to use...

...Legal Affairs on the regularity of planned promotion procedures before  
implementation; and it review its **procurement** procedures in light of  
changed procedures pending at the Geneva Office. According to the Board...

...organizations which cost \$50,000 or more, audit certificates were not  
received for 87; and **reconciliation** of inter-office vouchers was 24  
months in arrears as of 31 December 1997, compared...

...United Nations in November 1994, despite not establishing how the  
project would fit the global **network**, and despite UNEP not having formal  
instruments to sign on behalf of the United Nations...



...money, required from executing agencies, are received promptly; as a matter of urgency, it should **review** the **cost** -efficiency, viability and compatibility of the Mercure satellite communications system; and that it should improve...and limiting advances to one quarter's expenditure, should be strictly applied; the UNFPA should **negotiate** for free premises or contributions to costs from governments; and a comprehensive staff review should...

...fraud during the biennium. One case involved a total of some \$7,200, involved improper **purchase** and use of **equipment** and petty cash. Controls had been strengthened in the field office concerned. In the other

... vary the procurement requirement. Also, the Procurement Manual would include guidelines for open tendering and **specify** the frequency at which the Supplier Review Committee should review the evaluation of potential suppliers...

...Secretary General on guidelines for Internal Control Standards (document A/52/867), in which he **proposes** certain **changes** regarding streamlining and strengthening of internal controls, and a report from the ACABQ on the ...the Board's review of major contracts revealed deficiencies in planning specific needs, and in **inviting bids** and awarding contracts, and lack of verification of completion of contracts before disbursing funds, he...

...that instructions and provisions of the Procurement Manual were adhered to, and the benefits of **economies of scale** were obtained where possible. The Procurement Manual should include guidelines for open tendering and should **specify** the frequency at which the Supplier Review Committee should review the evaluation of the potential...

...been issued as a separate document, while the reports of the Secretary-General on human **resources management** and related reform set out a policy and course of action for career development. The...

19/3/K/2 (Item 2 from file: 636)  
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03796280 Supplier Number: 48229227 (USE FORMAT 7 FOR FULLTEXT)  
**Contracting Opportunities (Part 1 of 4)**  
Set-Aside Alert, v6, n1, pN/A  
Jan 16, 1998  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 5513

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...and Biological Contact Point and Test Office, U.S. Army Dugway Proving Ground, Utah. The **requirement** includes conducting **technical** studies, mathematical modeling, software application development, technical writing, preparation of test plans and test reports...

... and construction management support to all Eglin Range facilities including architectural, mechanical, electrical, and civil **engineering requirements**; and ground maintenance for the Eglin Ranges which includes bush hogging and chopping activities. The...

...AFB, FL 32542-6862. SOL F08651-98-R-0001. 4) The Naval Surface Warfare Center **requires engineering, technical**, and implementation support services for Year 2000 programs. The contract is for a base year...

...286-3401. The solicitation is available only in electronic format at the NASA webpage (<http://procurement.nasa.gov/EPS/GSFC/date.html>). An ombudsman has been appointed--See Note "B." Any...

...programs as identified in the Statement of Work provided in the solicitation. To the extent **required, specified**, and ordered through

individual task orders issued under this contract, the contractor will provide the...3TM001. 7) The Navy is seeking engineering services for its Crane Division in Crane, Indiana. **Technical requirements** will be listed in the NSWC Crane statement of work. The government seeks continuation of ...

...MSC/T then outputs correlated, formatted information to the USMC CEC system display and workstation LAN. The USMC requirements may include the following: Develop a three dimensional version of the CEC...

...SOL N00164-98-R-0027.

8) NASA plans to release a draft copy of the **Request for Proposal (RFP)** for its GSFC center-wide technical information **services procurement** for industry comment in mid-January 1998. This **procurement** includes **services** such as: management and administrative services; audio-visual services; conference services; duplicating services; graphics services...

...resultant contract will be a cost-reimbursement performance based contract with award fee. The draft **RFP** will contain the contract schedule, the performance work statement, cost charts, and Sections K, L...

...and size standard are 8744 and \$20 million, respectively. It is anticipated that the final **RFP** will be released in early February. There will be about two weeks allotted for submission of comments to the draft **RFP**. Unless a hard copy is specifically requested as a result of this announcement, the draft **RFP** will only be made available via the **Internet**. Please submit all requests to Mr. Steve Kramer, Contracting Officer, Code 212, NASA's Goddard...

...to 301/286-0247. Mr. Kramer's phone number is 301/286-6872. The draft **RFP** and any documents related to this **procurement** will be available over the **Internet**. These documents will be in ASCII or RFT format and will reside on a World Wide **Web** (WWW) server at <http://procurement.nasa.gov/EPG/GSFC/class.html>. SOL RFP5-DRAFT212. 9...

...Approximate time of performance will be for a one year with four additional option periods. **Proposals** will be **evaluated** utilizing the following factors: (a) capability to complete the work within a **required time frame**; (b) specialized experience in the work required; and (c) volume of work previously awarded...

...the Department of Defense. Award will be made as a whole to the offeror whose **proposal** conforms to the **solicitation** and is within the technical/price competitive range. The proposed **procurement** is a 100% small business set-aside, and the due date is March 13, 1998...mailing labels to the Contracting Officer. This is a small business set-aside. Written quotations (**RFQs**) will be used. The projected award date is the second quarter ...an inventory of about 5,700 items, five days a week, from 0700 to 1600. **Negotiated** EZ Source Selection procedures will be used as the method of evaluation. Minimum evaluation criteria...

...Digitized Battlefield. This initiative will entail development of program plans, acquisition strategies, demonstration scenarios, requirements **reconciliation**, systems analysis and independent analysis of performance as well as briefing, white paper and staff...

...years. This will be conducted in accordance with FAR Part 15, Best Value, Contracting by **Negotiation** and will be a 100% set-aside for small business. The due date is March...

...ecological effects caused by environmental contaminants: and 5. ecological modeling including population modeling techniques, food **web** modeling, metapopulation modeling, and population viability analysis. A partial listing of types of services required...

...workshops in the areas of ERA and ecological modeling techniques, including population modeling and food **web** modeling; B. develop and/or apply mathematical ecological models, including population models in support of...

...ERA; D. develop computer programs and software to execute ecological models in support of environmental/**resource management** ; E. prepare and/or review draft technical reports and papers for submission to peer-reviewed...

...of this solicitation. The solicitation will be issued on or about January 26, 1998. This **procurement** will only be available via the **Internet** (<http://www.ebs.wes.army.mil>.) as printed solicitations will not be available. Also, the government reserves the right to use only the **Internet** as notification of any amendments to this solicitation. It is, therefore, the offeror's responsibility to view the **website** frequently. E-mail regarding this solicitation may be addressed to kleinms@ex1.wes.army.mil...diet restriction on humans. The estimated period of performance is seven years and the estimated **time required** is 163,572 professional labor hours, 527,300 technical labor hours, and 65,104 clerical...Whalon at 303/275-5260. USDA Forest Service, PO Box 25127, Lakewood, CO 80225. SOL **RFP** RMAST-98-030. 25) The U.S. Penitentiary requires education and training services. The contractor...

...913/682-8700, ext. 303. U.S. Penitentiary, 1300 Metropolitan Ave., Leavenworth, KS 66048. SOL **RFQ** 132-0032-8. 26) The U.S. Penitentiary requires education and training services. The contractor...

...913/682-8700, ext. 303. U.S. Penitentiary, 1300 Metropolitan Ave., Leavenworth, KS 66048. SOL **RFQ** 132-0031-8. 27)

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03759389 Supplier Number: 48134927 (USE FORMAT 7 FOR FULLTEXT)  
**SCIENTIFIC AND TECHNICAL SUPPORT**  
Set-Aside Alert, v5, n23, pN/A  
Nov 21, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 4018

... 99506-0898. SOL DACW85-98-R-0005.

3) The Naval Surface Warfare Center, Crane Division, **requires engineering**, logistics, and **technical** support services for the Navy Continuous Acquisition and Life -Cycle Support Resource Implementation Cooperative. The program provides multiple functions in support of the Department of...

...support, logistics, systems design and development, and telecommunications. Anticipated necessary labor categories are: program manager, **project** manager, senior engineer, engineer, junior engineer, senior logistician, logistician, junior logistician, senior analyst, analyst, junior...

...a) business concerns and will be conducted in accordance with FAR Part 15, Contracting by **Negotiation**. The solicitation will be available on or about December 5, 1997 and the closing date...

...the ombudsman, James Grant, at 912/926-2604. The ombudsman does not participate in the **evaluation** of **proposals** or in the source selection process. When you contact Mr. Grant, be prepared to identify...  
Gaithersburg, MD 20899. SOL 52SBNB8C1022.

6) The National Cancer Institute, National Institutes of Health is **soliciting proposals** to conduct a scientifically sound evaluation of the Science Enrichment Program (SEP). Evaluation activities shall...

...in the Spring of 1998 and continue for five years (through the year 2002). SEP **Evaluation proposals** will be **solicited** from eligible small businesses to develop and implement the necessary survey instruments and aptitude tests...

...December 20, 1997. The solicitation is scheduled for electronic release about November 21, 1997. The **RFP** may be accessed through the Research Contracts Branch Home page by using the following Internet address (<http://rcb.nci.nih.gov/RFP.HTM>). It is the offerors responsibility to monitor the above Internet site for the release...

...and design services for the definition, development and sustainment of Naval Aviation training requirements. This **procurement** is for one base year and four one-year option periods. This is an 8(a) competitive **procurement** under SIC Code 3699. PLEASE E-MAIL YOUR REQUEST TO SCOTT ANDERSON AT THE FOLLOWING...

...issued. Copies of this solicitation may also be obtained from the NSWC, Indian Head Division **Internet web** page (<http://www.ih.navy.mil/contracts>). NSWC IHD shall not receive or accept any form of electronics proposals as a result of this synopsis and **Internet solicitation**. All **proposals** must be received in hardcopy and are subject to the FAR Part 15.412, Late **proposals**, **modifications** and withdrawals of proposals. The due date is January 8, 1997. Contact Scott M. Anderson...

...Naval Surface Warfare Center (NSWC), Dahlgren Division, Coastal Systems Station, Panama City, Florida intends to **solicit** competitive **proposals** for non-personal technical and engineering support services in support of Naval Sea Systems Command...reaction mode. The contractor will have the ability to respond to design, operational and maintenance **requirements** as **specified**. The Contractor will ensure resources are available for all special testing and research projects. Contractor...

...begins prior to ship builder turnover as well as supporting introduction to the Fleet. The **requirement** to ensure **cost** effective back-fit and forward-fit for all Class modifications creates analytical requirements and full...

...quick reaction mode. The contractor shall have the ability to respond to operational and maintenance **requirements** as **specified**. The contractor shall perform Engineering and Logistics analysis and review for all equipment modification research...

...the SECRET level. A contractor facility security clearance at the SECRET level will be required. **RFPs** may be requested via mail or fax machine at 850/234-4251. Address requests to...

...known as Morpheus. The proposed contract is 100% set aside for 8(a)-certified companies. **RFP** No. N01DA-8-0051 will be available electronically on or about December 1, 1997, and...

...directory" listed under the "Contracts Page" section. Once at the NIH R&D Gopher, select "**RFPs** Available"; select "NIDA"; and select "**RFP** N01DA-8-0051"; or, 2) NIH Gopher: Point your Gopher client to GOPHER.NIH.GOV...should now be in the NIH Gopher). Select "Grant and Research Information"; select "R&D Request for Proposals (**RFP**)"; select "**RFPs** Available"; select "NIDA"; and, select "**RFP** N01DA-7-0051". Please note that the **RFP** for this acquisition will be streamlined to include only the Work Statement, deliverable and reporting requirements, special **requirements** and mandatory qualifications, **Technical Evaluation Criteria**, and **proposal** preparation instructions. All information required for the submission of an offer will be contained in the electronic **RFP** package. Following proposal submission and the initial review process, offerors comprising the competitive range will be requested to provide additional documentation to the Contracting Officer. Response to this **RFP** will be due on or about February 16, 1998. Any responsible offeror may submit a...

...with a small business size standard of 1,000 employees. No foreign participation allowed. The **RFP** is expected to be issued by December 29, 1997. This date is for planning purposes...

23/3,K/2 (Item 2 from file: 636)  
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03628610 Supplier Number: 47814410 (USE FORMAT 7 FOR FULLTEXT)  
**Contracts:SCIENTIFIC AND TECHNICAL SUPPORT**  
Set-Aside Alert, v5, n14, pN/A  
July 4, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 1858

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...7371 to 8711. Please forward requests for copies of this solicitation by fax to the Bid Room/Customer Service Center at 202--433--9569. Expected date for release of this solicitation is July 18...

...inventory management, software design, software engineering, programming, software testing, connectivity engineering including interface with the Internet, wide area networks (WANs), and local area network (LAN), and training. The contractor will support Navy management of international cooperative programs, foreign comparative testing...  
... 8733, and the size standard is \$5 million. Requests must be in writing and reference **RFP** 200--97--2637(P). Contact Elmira Benson for additional information at 404/842--6790. Centers...

...Portland, Oregon is looking for a contractor to provide services for an

A/E design project entitled "Conversion to Low Pressure Steam" for the medical centers of VISION 20 on the...

...fire alarms, security alarms, blood bank alarms, med gases alarms, etc.). Construction cost estimates and life cycle costs will be required. This project is subject to funding. Only firms located in Oregon and Washington will be considered. Please...

...Contracting (93), POC Rich Hague, PO Box 1034, Portland, OR 97207. This is not an RFP.

5) The Department of Transportation is looking for a contractor to

23/3,K/3 (Item 3 from file: 636)  
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03414939 Supplier Number: 47029538 (USE FORMAT 7 FOR FULLTEXT)  
SOURCES SOUGHT AND LONG RANGE OPPORTUNITIES  
Set-Aside Alert, v5, n1, pN/A  
Jan 13, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 3591

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...based on an assessment of statements received following a request issued Dec. 19, 1996. An RFP will follow, with award planned by June 1997. The contractor will give advice and recommendations...

...from remote platforms, and phenomenology studies. Information, including a draft statement of work and future RFP information, will be posted on the BMDO Acquisition Reporting Bulletin Board (BARBB). Dial 703/769...  
... LIST The Ballistic Missile Defense Organization (BMDO) is compiling a bidders' list for an upcoming requirement for technical, programmatic, and administrative services to support the Cost Estimating and Analysis Directorate. This requirement is set--aside for small business under SIC Code 8731, 1,000...

...your capabilities and state whether you are a small or large business. There is no request for proposals at this time. Contact James Sandstrum, 501/540--3270. Commander, PBA, SIOPB--PO, Attn: James...

...Operational Contracting and Medical Logistics. Supply services include item research functions base and medical supply--equipment requisitioning, direct procurement purchase request functions, database administration and analysis and material handling. The existing contract with Technology/Scientific...

...at Air Logistics Centers. Its scope includes configuration management, technical writing, graphics support, administrative support, cost and budget analysis, acquisition support, business area consultants, studies, report generation, training, business process identification, modeling and improvement, schedule generation, and analysis. The SIC Code for these procurements is 7379. The Air Force will conduct a preliminary qualification screening process to determine the...

...the qualification screening. Firms deemed best qualified will be invited to help develop the final RFPs. Both large and small firms will have to go through the initial screening. The Air Force will use the Internet extensively to broadcast information about the Omnibus contracts, and recommends contractors to check sites weekly...

...because of the holidays and because of requests from interested bidders. An amendment to the RFP has also been issued. Multiple prime contracts will be awarded and, if GSA receives responsive...

...transition, including technical and management support, support re-engineering; 2) engineering and analytical support, including **requirements gathering** and analysis, analysis and service selection, service and support system provisioning, system integration and interoperability...

...program management support, including process improvements, interagency interoperability support, engineering support, program development support. The **RFP** is available for download from the Internet at <http://post.fts2k.gsa.gov>, and copies...

...requirements, CDS integration facility description and the Integrated Undersea Surveillance System (IUSS) Continuous Acquisition and Life -- Cycle (CALC) system manual are now available. When responding, potential offerors should state whether they are...

...secret clearance for pre-award access and secret facility clearance at time of award. This **project** is open to U.S. companies only. The SPAWAR bulletin board is accessible on the...If it is determined that a commercial procurement best meets STRICOM's needs, a formal **RFP** will be issued in late 1998, with an award in early 1999. Until then, STRICOM...

...address the following points: 1) a concept of the proposed OIS, capable of satisfying this **requirement** inclusive of a) **cost** estimates (if available); b) commercial items or nondevelopmental items that could be incorporated at the...

...000--employee size standard. The contractor will have to obtain secret facility clearance. A draft **RFP** was expected to be available by the end of October. To get one, fax a...

...the Air Force. Written questions and suggestions will be accepted for incorporation into the final **RFP**, which is expected to be released in March 1997. When responding, state your business size...and financial management. Prime contractors will have to perform at least 50% of the work **specified** in the contract, will be required to have secret facility clearance, and, upon award, establish...

23/3,K/4 (Item 4 from file: 636)  
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03414907 Supplier Number: 47029506 (USE FORMAT 7 FOR FULLTEXT)  
**Contracts Available (Part 3 of 4)**  
Set-Aside Alert, v5, nl, pN/A  
Jan 13, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 5109

... 5000, fax 614/692--2998, or call 614/692--2344. Requests should include the IFB/**RFP**/**RFQ** number, opening/closing, NSN, YPC/ZPC or NPC number, buyer'...business set-aside, with a deadline of February 3, 1997. For more information or for **RFQ** solicitation copies, contact Jean Reese at 804/279--4053, fax 804/279--5643. Send requests for **RFP** /IFB solicitations to Defense General Supply Center, Attn: DGSC--JJAB, 8000 Jeff Davis Hwy, Richmond...based on an assessment of statements received following a request issued Dec. 19, 1996. An **RFP** will follow, with award planned by June 1997. The contractor will give advice and recommendations

...from remote platforms, and phenomenology studies. Information, including a draft statement of work and future **RFP** information, will be posted on the BMDO Acquisition Reporting Bulletin Board (BARBB). Dial 703/769...

...LIST The Ballistic Missile Defense Organization (BMDO) is compiling a bidders' list for an upcoming **requirement** for **technical**, programmatic, and administrative services to support the **Cost Estimating and Analysis**

Directorate. This requirement is set--aside for small business under SIC Code 8731, 1,000...

...your capabilities and state whether you are a small or large business. There is no **request** for **proposals** at this time. Contact James Sandstrum, 501/540--3270. Commander, PBA, SIOBP--PO, Attn: James...at Air Logistics Centers. Its scope includes configuration management, technical writing, graphics support, administrative support, **cost** and budget **analysis**, acquisition support, business area consultants, studies, report generation, training, business process identification, modeling and improvement, schedule generation, and analysis. The SIC Code for these **procurements** is 7379. The Air Force will conduct a preliminary qualification screening process to determine the...

...the qualification screening. Firms deemed best qualified will be invited to help develop the final **RFPs**. Both large and small firms will have to go through the initial screening. The Air Force will use the **Internet** extensively to broadcast information about the Omnibus contracts, and recommends contractors to check sites weekly...

...because of the holidays and because of requests from interested bidders. An amendment to the **RFP** has also been issued. Multiple prime contracts will be awarded and, if GSA receives responsive...

...transition, including technical and management support, support re-engineering; 2) engineering and analytical support, including **requirements gathering** and analysis, analysis and service selection, service and support system provisioning, system integration and interoperability...

...program management support, including process improvements, interagency interoperability support, engineering support, program development support. The **RFP** is available for download from the Internet at <http://post.fts2k.gsa.gov>, and copies...requirements, CDS integration facility description and the Integrated Undersea Surveillance System (IUSS) Continuous Acquisition and **Life --Cycle** (CALS) system manual are now available. When responding, potential offerors should state whether they are...

...secret clearance for pre-award access and secret facility clearance at time of award. This **project** is open to U.S. companies only. The SPAWAR bulletin board is accessible on the...

23/3,K/5 (Item 5 from file: 636)  
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03260878 Supplier Number: 46691219 (USE FORMAT 7 FOR FULLTEXT)  
**LONG-RANGE OPPORTUNITIES AND SOURCES SOUGHT**  
Set-Aside Alert, v4, n18, pN/A  
Sept 9, 1996  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 3009

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...SOURCES The Naval Research Laboratory is in need of architect/engineering services to prepare plans, **specifications**, **cost** estimates, related studies and all associated engineering services suitable for bidding on a renovation project...

... will be a combination of fixed-price, cost reimbursement, indefinite-delivery and indefinite-quantity. An **RFP** is expected to be released in October. Small businesses and SDBs should submit a capabilities...

...phone and fax numbers, and Zip plus four code in a written request for the **RFP**. Contact Susan Madison, contract specialist, 618/256-1900, ext.



260, or Cheryl Smith, contracting officer...

...specialized experience and technical competence; c) specific experience and qualifications of personnel proposed for this **project** ; d) management plan and team organization during design phase and construction phase; e) describe design...

...f) cost control including techniques to be utilized, and who will be responsible. Discuss recent **projects** to demonstrate ability to meet **project cost target**; g) **review** the ten most recently bid **projects** to demonstrate estimating effectiveness; h) schedule control to include techniques utilized to assure schedules will be met, and who is responsible for them, and also, discuss recent **projects** to demonstrate ability to meet **project** schedules; i) geographic locations and facilities of working offices of prime and all consultants/subcontractors...

...compliance with performance schedules; l) describe experience and capabilities in the following areas: Value Engineering, Life Cycle Cost Analysis (LCCA), Critical Path Method, Fast-Track Construction, Energy Conservation, New Energy Resources, Environmental Assessment, Specialized...

...415/750-2172. Department of Veterans Affairs, 4150 Clement Street, San Francisco, CA 94121. SOL RFP 662-55096.

(119) The Albuquerque Area Indian Health Service is looking for information on a...AFB, CA 31098-1611. They plan to issue the DRFP August 9, 1996. The official RFP is scheduled for release by September 30, 1996. The bid due date will be due...

...is being assembled this month and will set a timetable for the release of an RFP. The incumbent contractor is ENI, Inc., an 8(a) firm in Colorado Springs, Colo. The...Systems Operational and Maintenance Support Services, as a small business set-aside. Issuance of an RFP has been delayed because of revisions to the statement of work. The RFP should be issued this month. If this schedule is kept, proposals will be due 60...

...SET-ASIDE - UNABLE TO GET FURTHER INFO: The Defense Nuclear Agency plans to issue an RFP for technical support services in October 1996. This project is an 8(a) set-aside...

...General Services Administration (GSA) continues to go forth with its multi-year, multi-billion dollar **procurements** for worldwide telecommunications **services** (TS) and technical and management services (TMS) for the federal government. RFPs are expected to be released this summer. GSA will award two comprehensive contracts, and each...

...A white paper explaining revised program strategies is available. Another source of information is the **Internet**, at <http://post.fts2k.gsa.gov>.

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DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
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02158213 Supplier Number: 55585014 (USE FORMAT 7 FOR FULLTEXT)  
**Impresse Launches impresse.com Network, a Radically New Way to Automate Commercial Print Purchasing.**  
Business Wire, p0199  
August 30, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 740

... Impresse Corporation today launched **impresso.com(TM)**, the first business-to-business e-commerce print **network** targeting the printing, publishing and graphic arts communities. The **impresso.com network** is a comprehensive end-to-end **Internet service** tailored for print buyers ,

in corporations and creative services firms, who want to cost-effectively automate and manage the **procurement workflow** for commercially printed items, from **project** creation through fulfillment and delivery. Launched today at Seybold San Francisco '99, [impresse.com](http://impresse.com) was...

...by any graphic arts company seeking Internet-based solutions."

Features for Buyers and Printers

-- **New Project Specification** - easy **project specification**, development, update and change orders from project creation through completion, all via an intuitive web...

...or print buyers, utilizing [impresse.com](http://impresse.com)'s digital production library technology for print ready versioning.

-- **Quote Request** - quick and accurate request submission to multiple vendors for ballpark and formal quotes and the ability to subsequently return quotes, finalize orders and securely transfer content files.

-- **Quote Comparison and Negotiation** - streamlined comparison and **negotiation** of specs and quotes, enabling more efficient print parameter recommendation and selection, and reduced errors...

29/3,K/1 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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02526362 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Fast Track To App Success -- Prebuilt Components Are A Natural Evolution For The Fast-Changing E-Commerce Market. But Can Developers Find And Use The Components They Need?**

(PricewaterhouseCoopers estimates component market to reach \$.4 bil by 2002; server side of component market remains immature)

Information Week, p A1

July 26, 1999

DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 2020

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...its process for responding to customer requests for global volume discounts. This entails a complicated **request -for-proposals** process. Using the prebuilt components and the Vision Jade Development Studio environment, Hilton expects the...

...senior VP of global corporate products. Commercial customers will be able to run reports, perform **reconciliation**, and match line-item details against purchase orders.

The use of the EC Cubed components...

...as compared with building the entire application from scratch. The component masks all the underlying **network**, database, and system detail, letting MasterCard developers visually map **procurement** systems to the applications.

By using the Corba component-which will also be released in...

29/3,K/2 (Item 2 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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02497051 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Chemdex to Go Public as First In Life Sciences E-Commerce**

(Chemdex Corp to become first publicly traded Internet company serving the life sciences industry when it offers \$86 mil initial public offering)

Chemical Market Reporter, v 255, n 25, p 1+

June 21, 1999

DOCUMENT TYPE: Journal ISSN: 1092-0110 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 815

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Internet-based one-stop shop for lab supplies. Chemdex will acquire VWR's third-party **purchasing service**, which generates \$85 million in annual sales, while VWR takes a 10 percent equity stake...

...stock.

Chemdex was selected from among five e-commerce providers that responded to BIO's **requests for proposals**. "In our collective judgment, Chemdex is superior in functionality, scalability and adaptability," says BIO president...

...account collections, Chemdex can reduce the cost of servicing each sale. Instead of billing and **reconciling** hundreds of **accounts**, suppliers can

send a single bill to Chemdex.

29/3,K/3 (Item 3 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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01949079 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
A New Era for Commercial Cards  
(American Express Co has around 8.5 mil commercial cards outstanding, and Visa USA around 4.4 mil commercial cards)  
Credit Card Management, v 10, n 6, p 50+  
September 1997  
DOCUMENT TYPE: Journal; Industry Overview ISSN: 0896-9329 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1685

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...offer features, such as electronic expense reporting, that make it easier for their employees to **reconcile** their **expenses** .

"Companies have more demanding employees (using the card) and more demanding purchasing departments as well...

...for new commercial card providers. The GSA last month was scheduled to release the final **request** for **proposal** on its three federal card contracts--travel, fleet fueling, and purchasing--which produce about \$6...

...The Hale-Bopp of Card Contracts," June). Among the specifications expected to be in the **RFP** are detailed information-reporting systems, integration of product lines, and electronic expense reporting. Industry observers...Open Buying on the Internet standard. Once in place, this will allow companies to seek **bids** for **supplies** via the **Internet** .

And ProCard Inc., a Golden, Colo.-based commercial card software provider, also is working on...

29/3,K/4 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04003035 Supplier Number: 53153691 (USE FORMAT 7 FOR FULLTEXT)  
HOSPITAL PURCHASING Anti-GPO push eludes materials managers, but some vendor tactics draw resentment.  
Hospital Materials Management, pNA  
Nov 1, 1998  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 6018

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...with a need to modernize, Richard Andrew, director of patient support services, put together a **request** for **proposals** containing a list of demands. They included a stockless distribution system, a computer system for...care, but that startup came after Columbia began shopping. The current distributor, Owens & Minor, was **invited** to **bid** as well. McKesson won hands down, according to the official. The pact is well on...  
... he said, before a new syringe contract is awarded early next year, Novation plans to **invite** Retractable to **bid** . Currently Premier has a sole-source contract with Becton Dickinson & Co., Franklin Lakes, N.J...St. Louis, cautioned that groups must be flexible, as they will find more integrated delivery **networks** among their members. IDNs, or combinations of hospitals and other types of facilities, may have...

...organization for Catholic hospitals signed its first contract, a pharmacy pact, and issued 14 more **requests** for **proposals** for a variety of medical-surgical products. But don't expect the country's newest...

...are looking much harder at the upcoming med-surg portfolio. Bids on those first 14 **RFPs** were due during October. They include surgical and examination gloves, laparotomy sponges, general wound care...40% of that goes to Premier suppliers. For one thing, as in any integrated delivery **network**, clinicians in each of the four member hospitals have to evaluate and approve the Premier...

...is little wonder, considering the possibilities for electronic commerce to eliminate paper handling, reduce procurement **cycle** time, eliminate middlemen, and provide real-time order delivery status. Although various sources define it...

...the potential of electronic commerce for their organizations, might want to consider the following procurement **process**, which would be possible to implement today with off-the-shelf technology. From end user...way. Supplies on the department-specific catalog are typically high-volume items under contract with **on-line** key suppliers, with terms and conditions already placed on the system by the purchasing department...

...which, after the obligatory authorization check, will be routed directly to the vendors who are **on line** with the facility or to the purchasing department for placement. Purchasing is there to help...

...order, contacting the end user only if necessary. If the vendor of the product is **on line**, the order is placed electronically. If not, most likely the order will be placed by...

...for non-routine, non-contract supplies, or to place orders with vendors who are not **on-line**. Vendors fill orders electronically. Once the order is placed, the vendors receive the order, check their inventory and then confirm their ability to fill the order. For those who are **on line**, the order confirmation is electronically sent back to purchasing and accounts payable. For other vendors...

...items arrive at the facility, receiving information is placed into the system where an automatic **reconciliation** between the order, **invoice** and receiving information takes place. If all information matches within predetermined tolerances, the invoice is...

...of fancy. Some current operations are even more advanced. Some of the benefits of the **procurement** system described above depend on the electronic capabilities of vendors as well as those of...

29/3,K/5 (Item 2 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
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03796283 Supplier Number: 48229230 (USE FORMAT 7 FOR FULLTEXT)  
**Contracting Opportunitites (part 2 of 4)**  
Set-Aside Alert, v6, n1, pN/A  
Jan 16, 1998  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 5625

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:

...913/682-8700, ext. 303. U.S. Penitentiary, 1300 Metropolitan Ave.,  
Leavenworth, KS 66048. SOL **RFQ** 132-0033-8  
... 913/682-8700, ext. 303. U.S. Penitentiary, 1300 Metropolitan Ave.,  
Leavenworth, KS 66048. SOL **RFQ** 132-0034-8.

29) The Veterans Affairs Medical Center, St. Cloud, Minnesota, is looking for...

...255-6309. VA Medical Center, 4801 8th St. N, St. Cloud, MN 56303-2099.

SOL RFP 656-5-98.

30) The Small Business Administration seeks asset sales support and assistance (due...

...Dorwart's attention; they may also be e-mailed to William.Dorwart@sba.gov. A **website** is currently being developed for this solicitation at <http://www.sba.gov>. While the SBA encourages interested parties to download the solicitation from the **website**, it does not guarantee that information or the solicitation will be accessible via the site...

...more information. U.S. Small Business Administration, 409 Third St. SW, 5th Fl., Office of **Procurement** and Grants Management, Washington, DC 20416. SOL 8.7885.0013. 31) The Defense Finance and Accounting Service (DFAS) is in need of **reconciliation** services in support of contract reviews. Contract **reconciliation** is a vital and critical function in the resolution of negative unliquidated obligations (NULOs) and unmatched disbursements (UMDs). This includes performing contract **reconciliation**, identifying and reporting imbalances, reconstruction of contract files, root cause analysis, preparing the appropriate coding...

...locations. However, the principal place of performance will be at the DFAS Columbus Center. Additionally, **reconciliation** services may also be required by non-DFAS DOD Components. A time and materials, indefinite...

...of the Census, Suitland, Maryland needs library management and support services. It is anticipated this **procurement** will be for a base period of one year with four additional one-year option through the **Internet** about January 21, 1998. It will be made available on the Bureau of the Census World Wide **Web** Site at <http://www.census.gov>. After accessing the webpage, click on "Subjects A-Z..."

...Beeler@ccmail.census.gov or by phone to 301/457-1831. Bureau of the Census, **Procurement** Office, FOB #3, Rm. 1541, Washington, (Suitland, MD) DC 20233. SOL 52-SOBC-8-00001...

...8882. Mr. Chesko may be reached by phone for information at 606/253-8897. SOL **RFQ** -405-0070.

37) The Department of Housing and Urban Development is in need of the ...be scheduled sometime in mid-February; the exact date is to be listed in the **RFP**. Questions will be answered verbally at the preproposal conference. All other questions must be submitted...

...the Prequalified Contractors List. Once a requirement for construction services is identified GSA will only **solicit quotes** from firms on the Prequalified Contractors List for purposes of performing the individual construction projects...

...mail or fax of contracting opportunities within the above referenced dollar range and will be **invited** to submit a **quote** either by E-mail or fax. Interested small business concerns should request an Application for ...

...at 540/265-5115. USDA-Forest Service, 5162 Valleypointe Parkway, Roanoke, VA 24019-3050. SOL **RFQ** 07-08-98. 41) The Forest Service would like a seismic retrofit of the San...Bureau of Prisons, 320 First St. NW, UNICOR, Attn: Todd Baldau, Washington, DC 20534. SOL **RFQ** 429-0054. 47) The Marines are seeking a contractor to repair/replace HV feeders to...

29/3,K/6 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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02330051 Supplier Number: 44548236 (USE FORMAT 7 FOR FULLTEXT)

**ELECTRONIC TOLLS: CUBIC TO SUPPLY ETC USING SAAB EQUIPMENT ON DULLES TOLL ROAD**

Inside IVHS, v4, n7, pN/A

March 28, 1994

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade  
Word Count: 1006

... video enforcement system, a fiber optic communications network, and a back office system for auditing, **reconciliation** and customer accounting.

The choice of Saab's system is striking because that technology hasn't...

...consortia vying for the contract to supply electronic toll collection equipment for the German motorway **network**. Equipment testing for that sizable **procurement** is due to start in the next few weeks.

The choice of Saab Scania's...

...procuring ETC technology for its turnpike system (see Inside IVHS, Jan. 31, 1994). FDOT's **request** for **proposals** (**RFP**), issued earlier this year, specifies a system operating at 2.45 GHz, the same frequency...

...later sued, claiming that TI's technology didn't meet the specifications in VDOT's **RFP**.

Before that suit was concluded, VDOT decided to scrap the procurement, saying that MFS had...

...procurement. In 1991, it rejected the two proposals it received in response to its original **RFP**.

VDOT made the award to Cubic on March 11. Under the terms of the contract...

29/3,K/7 (Item 4 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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02154621 Supplier Number: 44035172 (USE FORMAT 7 FOR FULLTEXT)

#### Marketscoop

Coal Outlook, v17, n31, pN/A

August 16, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1303

... UMW and BCOA might settle, what will happen to the market if the politically mandated **reconciliation** effort fails? "Sellers have no reason to sell too cheaply or commit for too long...

...days) it had planned for before the strike and therefore has backed off on coal **procurement**. Apparently the agency's success, so far, in getting strike-replacement coal has convinced fuels...

...mines, including Arch Mineral, Zeigler Coal and CONSOL. ... Santee Cooper last week was reviewing coal **bids** **solicited** by telephone and burn projections for the remainder of the year. Coal stockpiles are adequate...s a lot of coal out there." This includes surface production that is now coming on line from permitted areas that have been opened specifically to meet strike-created demand, Tomasiak said...

29/3,K/8 (Item 1 from file: 621)  
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
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02168573 Supplier Number: 55720133 (USE FORMAT 7 FOR FULLTEXT)

#### National Information Consortium to Buy eFed; Acquisition Expands

eGovernment-to-Business Solutions.

Business Wire, p1055

Sept 13, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

National Information Consortium, Inc. ("NIC") (Nasdaq: EGOV), a leading provider of **Internet** -based electronic government services, today announced that it has entered into a definitive agreement to acquire eFed, a market leader in **Internet** -based **procurement** solutions for the government. eFed is a division of privately held Reston, Virginia-based Electric...

...September and will be accounted for as a purchase.

eFed designs, develops and manages online **procurement** software and **services** for federal and state markets. eFed's **procurement** solution allows buyers to search, compare and buy products and **services** across multiple contracts using the **Internet**. It also allows senior government **procurement** officials to manage better and reduce expenses associated with the **procurement** process. eFed's proprietary solution provides four major offerings not previously available in the **procurement** market. eFed's solution:

- Creates an "e-mail" **portal**, allowing **procurement** officers to browse and compare both contract and open market vendors' products and services, instantly...

...required approvals.

- Affords purchase cardholders the ability to complete their purchases electronically (paperless) and to **reconcile** their purchases to card **statements**.

In addition to existing contracts with nine federal agencies, eFed is also active in developing...

...team. eFed will continue to be headquartered in Reston, Virginia.

"eFed is the leader in **procurement** solutions to the government and a perfect fit with NIC's current business model, which...

...transaction, NIC takes a major step in our strategy of becoming the dominant provider of **web** -centric transaction-based solutions for state, federal and local governments. Rob and Ron have built...

...this within the context of a proven business model."

"Both Rob and Ron are accomplished **Internet** professionals, and we're pleased to add their depth of knowledge and experience to NIC...

...NIC. "We are impressed with eFed's growth and believe the rapid evolution of the **procurement** market into a transaction-based model is well under way."

In addition to its existing...

...governments.

"The federal and state governments are serious about using the Internet to streamline their **procurement** of **goods** and **services**, and equally serious about partnering with industry to provide software, content and outsourcing infrastructure," said...

...e-commerce outsourcing solution, and NIC's nine years of experience providing transaction-based government **portals** makes us the preferred e-commerce provider to the state and federal sector.

"For eFed...

...of streamlining government through a partnership model," continued Mr. Main.

About eFed

eFed is a **Web** -based federal and state **procurement** system that enables government buyers to order products and services from multiple contracts and commercial...

...features, including: easy searching, quick ordering, custom contract searching, flexible payment and configuration checks, and **requests** for **quotes**. The system, which was launched in November 1997, was designed in partnership with NASA and...



34/3,K/1 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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02055055 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
Microsoft Stakes E-Commerce Claim  
(Ariba Technologies will ship upgrade to its increasingly popular  
purchasing software)  
Information Week, p 78  
February 02, 1998  
DOCUMENT TYPE: Journal ISSN: 8750-6874 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 599

ABSTRACT:

...have dominated the race to enable companies to buy supplies and spare parts over the **Internet**. But now, Microsoft is casting a big shadow on this growing market segment. Meanwhile, Ariba...

...includes Microsoft Market, a "sample site" template that companies can use to develop their own **intranet** -based purchasing applications. The upgrade of Ariba's Java-based Operating Resource Management System (ORMS...

...free for current Ariba customers. It includes integrated data-sharing with SAP R/3, automatic **reconciliation** with corporate purchasing-card transactions, and better automation of data between buyer and seller catalogs...

...maintenance, repair, and operations areas for the first time, with new electronic forms for the **purchase** of capital **equipment** and business services. Visa International Inc began an internal pilot of ORMS three months ago...

...marketing its own purchasing card. Ariba and its rivals claim their products offer a complete **online procurement** solution for the enterprise-and that Microsoft Market is just a building block. Site Server ...

...by mid-year. Another new feature, Commerce Interchange Pipeline, lets companies exchange data over the **Internet** or through legacy electronic data interchange systems. Other significant new features include Ad Server for...

34/3,K/2 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04431839 Supplier Number: 55505489 (USE FORMAT 7 FOR FULLTEXT)  
AMEX ADDS B-TO-B PORTAL FEATURE TO PROCUREMENT PROCESS.  
Corporate EFT Report, v19, n16, pNA  
August 18, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 958

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...demands of a company, will negate any up-front cost savings with increased back-end **account reconciliation** hassles.

34/3,K/3 (Item 2 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04191939 Supplier Number: 54827280 (USE FORMAT 7 FOR FULLTEXT)  
AMEX/E&Y PURCHASING CARD STUDY.

CardFAX, v1999, n109, pNA  
June 4, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 111

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...can be reduced to \$21.71 on average with purchasing cards. Companies that use electronic **procurement** processes spend \$4.44 to \$15 per transaction. Using purchasing cards **online** simplifies payment and **reconciliation** tasks, says John Yates, senior vice president of the AmEx corporate purchasing card. The study...

34/3,K/4 (Item 3 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04120726 Supplier Number: 54136054 (USE FORMAT 7 FOR FULLTEXT) .

TELEPHONY.

Communications Daily, v19, n51, pNA  
March 17, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 2444

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...parse confusing language in Communications Act's Sec. 332, also known as 1993 Omnibus Budget **Reconciliation** Act (CD Jan 11 p4). Pittencrieff Communications had sought FCC preemption, arguing that Tex. law...

...S.C.-based CLEC State Communications denounced BellSouth (BS) offer to release combinations of unbundled **network** elements (UNEs) to competitors (CD March 5 p8) and called it "a painful slap in..."

...penalties," he said. Houser said true objective of BS UNE offer is to preclude alternative **network** builds and "stifle" local competition. BS spokesman said Houser's statement was "confusing and misleading..." to take. It's true that BS wants to encourage competitors to use BS's **network** instead of building their own, so offer allows CLECs to offer telecom service at cheaper...

...610 million. Powertel CEO Allen Smith said company will require "fewer resources" to manage tower **network** . Under lease, Powertel will pay \$1,800 per tower per month to CCI, ...million potential customers by year-end. "We will draw minutes of use from the wireline **network** ," he said, making service LEC competitor as envisioned in Telecom Act. Leap currently is qualified...

...reached tentative agreement with Telmex over long- contested charges to connect international calls to Mexican **network** . AT&T spokesman said preliminary agreement provides for settlement rates lower than those Telmex had...

...E-rate program, which is completing first year, provides discounts in 20%-90% range for **purchase** of telecom **services** , **Internet** access, internal connections. Triton Cellular said it completed its purchase of Blue Mountain Cellular Telephone...

...role. Viatel began carrying commercial traffic Mon. on first ring of its Circe Pan-European **network** . Ring is 1,850 km **network** connecting London, Amsterdam, Rotterdam, Antwerp, Brussels, Paris, Amiens. **Network** supports data, multimedia and e-commerce, voice telephony. NorthPoint Communications introduced high-speed DSL **Internet** access in Atlanta, first CLEC to offer high-speed service in region, it said. NorthPoint...

...provide symmetric DSL service to businesses through partnerships with ISPs, including Atlanta Skyline, ComStar Communications, **Internet Services of America**, **Lyceum Internet**, **Net Depot**, **Trusted Net**, **Verio**. Four telcos in Canada's Atlantic Provinces said Tues. they...

...customers acquired from purchase of Icon Communicating last April will be connected to its own **network**, which combines voice and data on single **networking** platform. Ericsson and Juniper **Networks** agreed to cooperate in development of next-generation **Internet** protocol (IP) **network** services. Ericsson received right to distribute Juniper's M40 **Internet** backbone router as Ericsson AXI 520. Companies also signed agreement to jointly explore convergence opportunities...

34/3,K/5 (Item 4 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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04009013 Supplier Number: 53183784 (USE FORMAT 7 FOR FULLTEXT)  
-UN: No particular region should be given a pre- eminent position in **peacekeeping**, Fourth Cmtee told.  
M2 Presswire, pNA  
Nov 4, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 5162

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...which had only recently joined the standby arrangements system. That applied to the area of **procurement** activity, to seeking out and attracting additional troop-contributing countries, to improving the practice of...reduce the risk of resumption of conflict and contribute to creating conditions most conducive to **reconciliation**, reconstruction and recovery. In fact, his country considered post-conflict programmes to be vital to...all aspects relating to the relationship between the **Peacekeeping** Department and humanitarian operations. He said **procurement** policies for **peacekeeping** operations should be done with greater transparency and fair geographical distribution. The...  
...to take necessary measures to increase the number of qualified suppliers on the United Nations **procurement** rosters and to use information technology, such as the **Internet**, for a more expeditious dissemination of the relevant information. Clearer rules of engagement and a...

34/3,K/6 (Item 5 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
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03538500 Supplier Number: 47312291 (USE FORMAT 7 FOR FULLTEXT)  
**COMMERCE ONE READIES SUITE**.  
Electronic Commerce News, v2, n16, pN/A  
April 21, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; General  
Word Count: 172

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
Walnut Creek, Calif.-based Commerce One Inc., a provider of business-to-business **purchasing** products and **services**, is offering a set of interbusiness, electronic commerce-based services that link an enterprise to...

...of six links: product selection and price comparison, quotations and proposals, order placement, real-time **reconciliation**, inventory allocation and order tracking. By enabling companies to automate their business-to-business transaction...

...of three separate products: SupplySite (a multimedia catalog), REOS 5 transaction server (real-time electronic online transaction systems) and BuySite (a proxy catalog server). SupplySite and REOS 5 are in production ...

34/3,K/7 (Item 1 from file: 621)  
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
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01439000 Supplier Number: 46802018 (USE FORMAT 7 FOR FULLTEXT)  
**PeopleSoft Debuts Manufacturing Software**  
News Release, pN/A  
Oct 15, 1996  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1575

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Receipt -- includes response to customer needs, delivery commitment, order fulfillment, and control of lead times. \* **Procurement** to Payment -- includes inventory optimization and supplier management. \* Managing the Enterprise -- includes trend analysis and...

...Planning into a single embedded, real-time advanced planning and scheduling system for plant-level **procurement** and production. PeopleSoft Production Planning enables users to solve complex scheduling problems such as line...debit or credit storage accounts, and allows reporting of storage and WIP inventory values by **account** to help **reconcile** perpetual inventory to general ledger balances. \* PeopleSoft Engineering PeopleSoft Engineering, available in beta release with...

...run fast, interactive simulations. It also enables users to flexibly define and maintain the distribution **network** model to specify alternative sourcing rules for each distribution location. Users can efficiently and quickly...

...and again in 1996. PeopleSoft product and service information is located on the World Wide **Web** at <http://www.peoplesoft.com>.

34/3,K/8 (Item 2 from file: 621)  
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
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01363922 Supplier Number: 46267362 (USE FORMAT 7 FOR FULLTEXT)  
**Watson General's alliance with a leading insurance broker offers fuel-tank owners substantially lower insurance costs**  
News Release, pN/A  
April 1, 1996  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 503

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...Watson's leak-monitoring software services. "Tank owners now may obtain our leak-monitoring software **services** and **buy** insurance coverage for a lower overall cost than they otherwise might have paid for pollution...

...he said, a tank owners' savings on the insurance may be an added incentive to **purchase services** from Watson General. Jeanne Swartz, vice president, Alexander & Alexander of Kentucky, noted that a vast...

...levels, provide SIR data and meet EPA compliance. Watson's subsidiary ETL's statistical inventory **reconciliation** software and services (SIR) --

one of the most cost-effective methods of detecting leaks in...

...detection regulations. Watson General is an emerging leader in remote tank monitoring and statistical inventory **reconciliation** software and services. The company currently monitors over 20,500 underground storage tanks. NOTE: Watson General's financial and investor information now is available on the world wide **web** at this address: <http://www.wgen.com>

34/3,K/9' (Item 1 from file: 20)

DIALOG(R)File 20:World Reporter

(c) 2001 The Dialog Corporation. All rts. reserv.

07129511 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**National Express - Interim Results**

REGULATORY NEWS SERVICE

September 09, 1999

JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 5961

... better passenger information systems - more integrated rail/bus tickets increasing accessibility to the public transport **network** - promotion of many other fare offers encouraging more people to travel by public transport -150...designed to encourage more off peak travel and to attract new bus users onto the **network** also proved to be successful. In June, the West Midlands launched its fourth "Quality Partnership...

... 30% of the fleet will comprise low-floor easy access vehicles - one of the largest **networks** of accessible buses in Europe. At the end of May, the Midlands' public transport system...

...fed" with low-floor, easy access buses along the route to create a fully accessible **network**. Trains Trains division recorded a good first half. Turnover increased by 1% to #457.lm...

... of bus/rail ticketing schemes introduced across Britain also increased passenger accessibility to the rail **network**. We now have 23 bus/rail add-on ticketing schemes in operation across Britain, often... its performance levels, while congestion on Gatwick Express' route, one of the busiest on the **network**, affected its punctuality performance. 94% of delays on Gatwick Express' services were caused by Railtrack...

... together with the levels of investment committed by Railtrack on many parts of its route **network**, will enable us to respond effectively to the high levels of growth which have been...

... 3.5% on the corresponding period last year. While passenger volumes on the core Express **network** remained under pressure as a result of increased competition in the leisure and discretionary travel market, the operation continued to take advantage of the flexibility of the coach **network** to mitigate this. More routes were converted to high frequency "turn-up-and-ride" shuttle services. On the long distance **network**, frequencies on existing routes were increased, where appropriate, and new routes were developed. The services...

... from the telesales operation was up by 14% on 1998 levels and sales through the **Internet** also increased. Today, almost 20% of the division's sales are made through these channels...consolidation of administrative operations and the introduction of a comprehensive fleet management programme. Purchasing and **procurement** strategies will also be developed to take advantage of the business' considerable purchasing power. The... 0.1) - 0.1 Total recognised gains and losses 29.1 25.4 74.3 **Reconciliation** of Movement in Shareholders' Funds Unaudited Audited 6 months 6 months Year to to to...

34/3,K/10 (Item 2 from file: 20)

DIALOG(R)File 20:World Reporter

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06865670

KPMG points out potential hazards of inappropriate procurement system upgrades

CORPORATE IT UPDATE

August 01, 1999

JOURNAL CODE: WCIV LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 134

... that companies delay the implementation of electronic technology until all company operations such as ordering, requisitioning, reconciliation and payment can be upgraded.

34/3,K/11 (Item 3 from file: 20)

DIALOG(R)File 20:World Reporter

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06612222

KPMG warns against partial automation of purchasing chain

TELECOM WORLD WIRE

July 13, 1999

JOURNAL CODE: WTWW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 131

... that companies delay the implementation of electronic technology until all company operations such as ordering, requisitioning, reconciliation and payment can be upgraded.

34/3,K/12 (Item 4 from file: 20)

DIALOG(R)File 20:World Reporter

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05613093

Citibank Launches E-Commerce Banking

BUSINESS DAY (THAILAND)

June 04, 1999

JOURNAL CODE: FBDY LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 227

... take business-to-business electronic commerce (e-commerce) to new heights by incorporating settlement and reconciliation into the electronic procurement process. Citibank Commerce, found at [www.citicommerce.com](http://www.citicommerce.com) was developed by Citibank's Global Cash...

... payables, accounts receivables and liquidity management efficiency of its corporate customers. "We're revolutionizing the Internet revolution by putting banking into e-commerce," said Michael Guralnick, Regional Head of Sales and...

... companies recognize that to remain competitive they need to realize the efficiency made possible through Internet technology." Citibank Commerce enables customers to realize the opportunity that buying and selling over the Internet present, without having to invest in creating the e-commerce infrastructure themselves. In addition to being able to order products, monitor order status and complete settlement and reconciliation processes through the system, customers are automatically given access to more than 1,000 Citibank...

34/3,K/13 (Item 5 from file: 20)

DIALOG(R)File 20:World Reporter

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03107682

Study Reveals Major Cost Savings For Companies Who Have Purchasing Card Programmes

CANADA NEWswire  
October 14, 1998  
JOURNAL CODE: WCNW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 890

... four years.' On average, corporations using traditional, time-intensive purchasing processing practices spend \$124 to **reconcile** each **invoice**, **expense** report, or **purchase order**. This is a particularly costly process for small- and medium-dollar expenditures. According to the...

... process. The Visa Purchasing Card helps corporations simplify expense processing by providing a single, comprehensive **statement** that can be easily **reconciled** and settled with a single payment. The cards also enable employees to make purchases without...

... small businesses and sole proprietors. Visa is also working with its Member banks to implement **online /Internet** purchasing programmes. As the world's best way to pay, Visa is the preferred payment...

... 15 million worldwide locations, including more than 400,000 ATMs in the Visa Global ATM **Network**. Visa's **Internet** address is [www.visa.com](http://www.visa.com). /For further information: Janice-Rae Slater, Senior Product Manager, Visa...

34/3,K/14 (Item 6 from file: 20)  
DIALOG(R)File 20:World Reporter  
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03078556  
Comdisco Introduces Family of Desktop Management Tools to Support New Services  
BUSINESS WIRE  
October 12, 1998  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1155

... Miami Children's Hospital, Miami, Fla. "Comdisco acquires the technology, configures and installs it and **reconciles** all reseller **invoices**. Leveraging their technologies and expertise, we're able to acquire the desktop equipment we need...

... this application in conjunction with Cambridge, Mass.-based Pilot Software Inc., a leading provider of **Web**-based and client/server business intelligence solutions. Pilot's Pilot Decision Support Suite (PDSS) offers ...

... Drawing data from a variety of sources, including the ComPLETE Asset Manager as well as **procurement**, financial or help desk databases, ComPLETE Decision Maker provides a manager with the information required... solutions that help organizations reduce cost and risk. These services include desktop management, business continuity, **network** services, equipment leasing and remarketing, and Year 2000 testing services. Comdisco's revenues for 12...

... Editors' Note: Additional information on Comdisco announcements made today is available at the company's **web** site ([www.comdisco.com](http://www.comdisco.com)) or by contacting Holly Crilly at 847-518-5616. Information released...

34/3,K/15 (Item 7 from file: 20)  
DIALOG(R)File 20:World Reporter  
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03078519  
Comdisco Launches New Suite of Desktop Management Services  
BUSINESS WIRE  
October 12, 1998

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1134

... Comdisco offers a single-source solution for all procurement activities, including order management, vendor management, **invoice reconciliation**, lease management (if applicable) and configuration management. Comdisco supports these services with **web**-based requisition and **procurement** technology. - Market Watch - This service offers the hands-on knowledge organizations need to improve efficiencies with Buying Chain(TM) - A **web**-based technology supporting the **procurement** process. - ComPLETE Asset Manager(TM) - A **web**-enabled asset management tool supporting the maintenance and availability processes. - ComPLETE Decision Maker(TM) - The...

... solutions that help organizations reduce cost and risk. These services include desktop management, business continuity, **network** services, equipment leasing and remarketing, and Year 2000 testing services. Comdisco's revenues for the...

... Editors Note: Additional information on Comdisco announcements made today are available at the company's **web** site ([www.comdisco.com](http://www.comdisco.com)) or by contacting Holly Crilly at 847-518-5616. All names...

34/3,K/16 (Item 8 from file: 20)  
DIALOG(R)File 20:World Reporter  
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03028841  
Geac SmartStream Chosen as Finalist for Microsoft's Industry Solution Award in Healthcare  
BUSINESS WIRE  
October 06, 1998  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 615

... customers the most comprehensive enterprise-wide solution. SmartEnterprise Solutions delivers advanced financial, procurement, human resources, **reconciliations**, and reporting analysis systems. Founded in 1971, Geac Computer Corporation Ltd. is a premier provider...

... in the TSE100. Additional Geac product and service information is available on the World Wide **Web** at <http://www.geac.com> or via email at [info@geac.com](mailto:info@geac.com). CONTACT: Geac SmartEnterprise...

34/3,K/17 (Item 9 from file: 20)  
DIALOG(R)File 20:World Reporter  
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03026786  
Intelisys releases version 2.1 of IEC-Enterprise; Enhancing Relationships between Enterprise Buyers and Their Suppliers  
BUSINESS WIRE  
October 06, 1998  
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 803

...the system when orders arrive and mark the items as being partially or fully received. **Invoices** from suppliers can then be reconciled with **purchase orders** and goods received, allowing payment for those items to be sent to the supplier without waiting for...

... organization), and select contracted items for purchase. The purchase order is submitted via the company intranet, approved and securely transmitted over the **Internet** using open industry standards. IEC-Enterprise also includes controls for managing users, monitoring spending limits...



... deploying IEC-Enterprise(TM) to thousands of their employees so that each buying organization has Internet access to its entire supply chain. Intelisys can support a buying organization's diverse supplier...

... with a roadmap to become e-commerce enabled rapidly and cost-effectively. No other electronic **procurement** provider offers the total supplier solutions that Intelisys offers. About Intelisys Headquartered in New York, Intelisys Electronic Commerce, LLC is a leading provider of complete Internet -based **procurement** applications that internetwork buyers with all their suppliers. Intelisys enables companies to efficiently manage and dramatically reduce the high costs attributed to the **procurement** of non-production **goods** and services. Intelisys was formed in 1996 and is affiliated with The Chase Manhattan Bank...

... retail clients. Intelisys can be reached by calling 1.888.294.4776 or via the Web site [www.iecsolutions.com](http://www.iecsolutions.com). CONTACT: Lisa Westlake Ogilvy Public Relations Worldwide 212.880.5335 Email...

34/3,K/18 (Item 10 from file: 20)  
DIALOG(R) File 20:World Reporter  
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03007495

**Wareforce, Inc. and Commerce One Deliver First-Of-Its-Kind Internet-Based Procurement Solution for Los Angeles County**  
PR NEWSWIRE  
October 05, 1998  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1003

... throughout an organization. ERP integration directly results in decreased paperwork, errors and redundant activities; streamlined **reconciliation**; shorter cycle times; reduced need for buffer inventories; and creates an environment in which to focus on core contract strategies as opposed to **procurement**-related tasks. Wareforce Incorporated and IMPRES Technology are wholly-owned subsidiaries of Wareforce One, Inc...

... information technology needs and requiring high levels of expertise, Wareforce and IMPRES offer custom configuration, **networking** installations and extensive electronic commerce capabilities. Designing, configuring and upgrading complete information systems, Wareforce and IMPRES also provide computer-related outsource **procurement** solutions and asset management services. This news release contains certain forward-looking statements which involve...

34/3,K/19 (Item 11 from file: 20)  
DIALOG(R) File 20:World Reporter  
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02972297

**MCI WorldCom Partners With Commerce One to Deliver End-to-End Internet-Based Procurement Solution for Businesses**  
PR NEWSWIRE  
September 30, 1998  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1169

... services to procuring organizations and their suppliers. These capabilities are further complemented by WorldCom Advanced **Networks**, which offers virtual private **networking** (VPN), security, customer care, **Web** hosting and e-commerce services. "From applications to architecture, desktop through delivery, we're providing companies with all the pieces of the electronic **procurement** puzzle," explained Colin Dalzell, vice president of MCI Systemhouse's Electronic Commerce Practice. "Through our ...

...Commerce One, IPA presents the best opportunity to date for companies to rapidly deploy an **Internet** -based model for purchasing activities." "This alliance combines the strengths of MCI WorldCom, MCI Systemhouse and Commerce One to deliver a complete electronic **procurement** solution to enterprise customers," said Mark Hoffman, president and CEO, Commerce One. "The Commerce Chain software suite -- as implemented by MCI Systemhouse and enabled by the UUNET WorldCom **network** -- provides the first tangible, ready- to-roll solution for establishing electronic commerce between businesses." MCI...

...Solution by Commerce One as its provider of application software for its own extensive electronic **procurement** activities. Other early adopters include the County of Los Angeles, which anticipates moving 80 percent of its \$650 million annual purchasing activities to the **Internet** by mid-1999. Wareforce will be one of the first companies through which Los Angeles...

... dedicated comprehensive resources to implementing and training buyers and suppliers of the solution. Benefits of **Internet Procurement** Automation According to industry experts, the total value of goods and services traded between companies over the **Internet** is expected to grow from \$8 billion in 1997 to \$327 billion in the year 2000, when more than 82 percent of U.S. businesses will be trading **online** . IPA instantly controls and improves the buying habits of employees, eliminating off-contract and "rogue..."

... determine the rules for buying products, while employees have browser-based access to multi-supplier **online** catalogs. Employees can easily conduct searches across all vendor inventories, with availability and pricing from...

... that extend throughout an organization. Other benefits include: \* Decreased paperwork, errors and redundant activities \* Streamlined **reconciliation** \* Shorter cycle times \* Reduced need for buffer inventories \* Better focus on core contract strategies -- not just **procurement** -related tasks Commerce One is the global leader in providing **Web** -based, enterprise **procurement** solutions that dynamically link buying and supplying organizations into real-time trading communities. The Commerce...

... investment. The Commerce Chain(TM) solution includes Commerce One BuySite(TM), which automates the internal **procurement** process from requisition to order, and Commerce One MarketSite(TM), which automates supplier interactions from order to payment. UUNET WorldCom, MCI WorldCom's **Internet** subsidiary, is a global leader in **Internet** communications solutions, offering a comprehensive range of services to businesses, **online** service providers and telecommunications firms. The company's **network** is comprised of more than 1,000 Points of Presence (POPs) throughout the United States and in Canada, Europe and the Asia-Pacific region, as well as connections to **Internet** service providers around the world. MCI Systemhouse, the **Network** Enterprise Company(SM), is MCI WorldCom's global information technology services company. MCI Systemhouse is...

... expertise of MCI WorldCom and the computer expertise of MCI Systemhouse to enable businesses' total **networking** , communications and consulting needs. The company has 120 offices and approximately 9,400 professionals worldwide. With a comprehensive suite of **network** enabled IT solutions and services for the new millennium, MCI Systemhouse serves major corporate, mid...

... the companies, products and services described in this document can be obtained at the following **Web** sites: MCI Systemhouse: [www.systemhouse.mci.com](http://www.systemhouse.mci.com) UUNET WorldCom: [www.uUNET.com](http://www.uUNET.com) Commerce One: [www...](http://www...)

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02875292

Digital Courier Technologies Inc. Acquisition Completed; Company Will Now  
Formally Operate as Digital Courier Technologies Inc.

BUSINESS WIRE

September 21, 1998

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 460

... Magazine publishers may market books through the Per Sale service or the Buy-Line service. **Web** publishers may provide a book merchandising channel giving retail customers the ability to purchase books...

... encapsulated the entire credit card payment processing cycle in software, and offers a suite of online merchant services to **Internet** businesses as well as financial institutions. Unlike traditional e-commerce solutions commonly found in cyberspace...

... back office" financial transaction processing through a sophisticated computing system that directly interfaces with any **web**-based merchant or e-commerce hosting software available today. The service replaces traditional third party payment processors with streamlined authorization, capture, settlement, and **reconciliation** of credit card transaction securely and reliably in real time. CONTACT: Digital Courier Technologies Inc...

38/3,K/1 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

03970319 Supplier Number: 53005192 (USE FORMAT 7 FOR FULLTEXT)  
**UNISCAPE: Uniscape announces new solution for automating management of software localization process.**  
M2 Presswire, pNA  
August 26, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 590

... release of its new Global Xchange Enterprise Localization Management System (ELMS). GlobalXchange ELMS is a Web-enabled, object-oriented solution that provides companies with the ability to simplify and automate the...

...corporate investments contained in translated documentation and software. It features a highly scalable translation and **project** management repository which retains previously performed translations and includes a database for vendor management, **project** scheduling, automated **requests for quotation**, contract generation, and real time status reporting on the Web. The system enables **project** managers throughout the organization to have the most updated information on any **project** at any time through a Web browser, desktop application or Global Xchange client. Additionally, GlobalXchange ELMS serves as a rules-based **process-flow** automation tool that tracks exceptions, **project** schedules and costs, and supports 49 languages in a single database within a global **network**. Global Xchange ELMS provides a fast return on investment by enhancing operational efficiencies, improving localised...

38/3,K/2 (Item 2 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

03596770 Supplier Number: 47446025 (USE FORMAT 7 FOR FULLTEXT)  
**CONTRACTS: SOURCES SOUGHT AND LONG RANGE OPPORTUNITIES 134) NEW SOURCES SOUGHT FOR 8(A)S**  
Set-Aside Alert, v5, n12, pN/A  
June 6, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 2232

... ECS computer systems; plan, organize and implement workshops supporting block goals; support ECS software engineering, **life cycle** development and matrix analyses.(6) Provide Engineering, Technical and Analytical Support to Shock Programs. Capabilities...

...Environment Support. Capabilities include: Provide technical and system administration support for secure computers and their **networking** operation to include information management and data base administration; maintaining and updating STILO Information Center Software Program; provide training and manual maintenance; support the operation of Local Area **Network (LAN)** and secure STU III communications for access to NAVY users.(9) War--room Design and...  
...implementation of NSWCCD's radiation safety support functions. Assist in the review and evaluation of **life cycle** control of radioactive material, microwave systems, lasers, particle accelerators, and x--ray equipment.(14) High...

...Center in conjunction with GSA's Federal Systems Integration Management Center plans to issue an **RFP** around June 2, 1997 to upgrade the telecommunication infrastructure at a number of Department of...6216.  
Please include your business name, address, phone, fax, and e--mail and refer to **RFP** No. DE--RP26--97FT97419. DOE/Federal Energy Technology

Center, PO Box 10940, MS 921--143...

...evaluation, base support, and related operational programs. It will consist of tactical planning, specification review, **project** support, technology support, facilities capabilities, technical documentation, program management support, environmental/hazardous material management and ...

...1222. 138) NEW -- FULL SET--ASIDE NASA/Marshall Space Flight Center has a fourth quarter **project** to provide travel and logistics arrangements; test and flight hardware shipment; and other support required...

...Ukraine team supporting the International Space Welding Experiment flight demonstration. The estimated value of this **project** is between \$100,000 and \$1 million. The PS code is V211. The point of...

38/3,K/3 (Item 1 from file: 621)  
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)  
(c) 2001 The Gale Group. All rts. reserv.

01563583 Supplier Number: 47923768 (USE FORMAT 7 FOR FULLTEXT)  
**PeopleSoft Builds Momentum in Public Sector with 35 New Customers in 1997.**  
Business Wire, p08211333  
August 21, 1997  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 833

... Proposal (RFP) from the Steering Committee.  
Among the 1,000 functional requirements detailed on the RFP , several were critical to the selection of PeopleSoft, including **workflow** , electronic commerce, kiosks, **Internet** connectivity, and optional imaging. According to **Project** Manager Linda Tebussek, it is the City's intent to pull the plug on the...

38/3,K/4 (Item 1 from file: 20)  
DIALOG(R)File 20:World Reporter  
(c) 2001 The Dialog Corporation. All rts. reserv.

07030258  
**Car hunt online courtesy of Vauxhall**  
SECTION TITLE: News  
Angela Soane, VNU Newswire  
NEWswire (VNU)  
September 03, 1999  
JOURNAL CODE: WNEW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 329

Vauxhall has upped the ante for **online** car buying with the launch of Buypower, a personalised **Web** site for car buyers. In a deal with IBM Global Services, Vauxhall will allow potential...

...arrange a test drive. While UK consumers are still reluctant to actually buy a car **online** , with car manufacturers and intermediaries such as Autotrader Interactive offering more services **online** , including financing, part exchange calculations and the ability to arrange a test drive, this may change. Analysts have urged **online** merchants to strive towards a one to one marketing relationship with customers as the only...

... creating loyalty. A recent report from Fletcher Research on UK consumers? attitude to buying cars **online** said: ?The successful **online** retailers will bethose that are able to build sufficiently strong customers relationships, generating a high level of brand loyalty that will last throughout the **lifecycle** of car ownership.? The report also stressed how the majority of revenue will come from...

...not directly from car sales, so manufacturers must help consumers to buy

other products while **online** researching a car purchase. Ford, one of Vauxhall's biggest rivals, recently purchased Unipart and...

... spares from the companies and putting it in a prime position to enhance its own **Web** site using this customer information. IBM Global Services provided the consultancy and implementation for the Buypower **project**, which will go live later this month at <A HREF="javascript:externallink('www.vauxhall.co...>

38/3,K/5 (Item 2 from file: 20)

DIALOG(R)File 20:World Reporter

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05434640 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**NexPrise Announces ipTeam 3.0, Industry's First Product Team Integration Solution**

PR NEWSWIRE

May 24, 1999

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1304

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... years of product development and testing at Global 2000 companies. It provides a dedicated, secure, **Internet**-based **portal** that facilitates the capture, organization and dissemination of product information to product team members who contribute throughout the entire product **lifecycle** -- including suppliers, partners, outsourcers and geographically distributed employees. ipTeam combines simplified **project** team authentication with multi-level security protection, so companies can quickly add product team members...

... basic and advanced tracking to coordinate product team members in the supply chain. Using iTracker, **project** teams can get an up-to-the-moment status on **project** schedules, resources, and materials; monitor **project** budgets, and handle **project** reporting. \* iNotebook (formerly **Internet Notebook**). iNotebook is a rich, multimedia knowledge capture and management environment based on an engineering...

... more intuitive and accessible for general users. \* iVault (formerly Document Vault). iVault offers product-centric, **Internet**-based document management capabilities, which can be accessed via standard **Web** browsers. The enhanced 3.0 version features the ability to publish **project**-related **Web** pages and offers mail integration for uploading, storing, and retrieving documents using standard E-mail...

... the effects of different design decisions. \* iRoute. The new iRoute module gives product teams standard **workflow** features, such as routing, approvals/sign-offs, and document attachments in a browser-based GUI. The easy-to-use "smart" routing slip **workflow** capability includes conditional notification, confirmation and approval. \* iMail. The new iMail module allows teams to filter, distribute, and archive their **project**-centric E-mail. It is tightly integrated with iVault and iNotebook to allow E-mail-based access, as well as the ability to publish entries in iNotebook via E-mail. \* **Project Center** (formerly **Internet Workbench**). **Project Center** is a **Web**-centric **portal** for consolidating all critical data and decisions related to product development or supplier integration in...

... 0 version supports enterprise-wide, single sign-on logins, and provides greater flexibility in organizing **project** members. \* iSuppliers (formerly Supplier Center). iSuppliers is an all-in-one **portal** for managing supplier-related data, such as technology expertise, capabilities and security levels. It allows...

... interface. \* iProcurement (formerly Procurement Center). iProcurement provides support for bid management, handling such processes as **RFPs**, **RFPs**, bids, P.O. collaboration, and forms processing. The new 3.0 version

features support for **workflows** and the routing of forms through suppliers to facilitate approvals and sign-offs.

38/3,K/6 (Item 3 from file: 20)  
DIALOG(R)File 20:World Reporter  
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03078511

**Intraware Launches COMPARISCOPE--The leading Online Research and Evaluation Service for Enterprise Software--in Europe**

BUSINESS WIRE

October 12, 1998

JOURNAL CODE: WBEW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1289

... 1998-- NettGain to Market Compariscope Service in the U.K. Intraware, Inc., the full-service **web**-based software management services company, today launched Compariscope(SM), its **online** research and evaluation service for enterprise software, in Europe. The Compariscope service, which has generated...

... in April of this year, provides comprehensive information on the strengths and weaknesses of leading **intranet** and **extranet** software products that allows IT professionals to make faster and more informed software purchase decisions. Intraware also announced today a marketing alliance with NettGain Solutions, Ltd., a Manchester-based **Internet** consultancy, and system integrator as its first partner to market and sell the Compariscope service in the U.K. "As **intranet** and **extranet** software technology continues to mature, we're finding more and more of our customers are...

... decision making process. Compariscope will not only help us streamline our research and evaluation of **intranet** and **extranet** software solutions, but will provide objective criteria to complement and support our recommendations for these...

... decisions through Intraware's unique user-definable, weighted-factor analysis format. The service categorizes the **intranet**/**extranet** software market into 45 segments, ranging from electronic commerce and decision-support to application development and **project** management tools. This **web**-based, competitive analysis service evaluates up to 90 different criteria for each product in a particular category. Each **intranet** and **extranet** application is evaluated using category-specific features and benefits, as well as a complete set...

... highly desirable service that provides an objective, unbiased approach to decision making in this dynamic **intranet** software marketplace." Most product evaluations and corporate RFPs use a standard scoring method to reflect the relative criteria in an evaluation, which under...

... most appropriately meet the evaluators' individual criteria. Compariscope helps IT professionals manage increasingly compressed product **lifecycles** and the proliferation of new **intranet** and **extranet** applications. According to a recent Gartner Group study, a typical IT organization makes five to...

... and provides an empirical, objective look at competing products. By publishing our findings on the **web** in an interactive and customizable format, we are able to provide an incredible time-saver...

... large number of European IT managers visiting our site, which accounts for 30% of our **website** traffic," said Manfred Krikke, vice president of Intraware International. "European corporate IT departments are moving to the forefront in terms of adopting **Internet** and ecommerce applications. As a result, we are expecting the corporate spending on these types...

...partnership, which is a natural fit for Intraware, given their knowledge and expertise in the **web**-based enterprise applications market."

Compariscope complements Intraware's existing family of software **lifecycle** support services. The company offers a comprehensive approach to software evaluation, demonstration, trial, purchase, and support. Other Intraware services include: -- Radarscope, an application containing a centralized listing of all **Intranet** and **Extranet** software applications available on the market. Users can search thousands of records by category, company...

... additional information and Intraware resources; -- SubscribNews, a news source with weekly alerts and digests about **intranet** software and technologies; -- SubscribNet, a proactive, electronic, software update management service; -- IT Knowledge Center, an on-line resource housing in-depth product information, technical papers, reviews, FAQs, and more; -- "Ask James", an online advice service that addresses questions about the **intranet** software industry, technologies, and products; -- Try and Buy, providing access to evaluation software for download; and -- Live Demonstrations, allowing interactive demonstrations that run on the Intraware web site. Further information on Intraware's services can be found at their website : <http://www.intraware.com>. Price and Availability Compariscope is available through NettGain: (<http://www.nettgain...>

... license; "Ask James" premier level service, which guarantees one business day response time to all **intranet** software industry, technology, and product information questions; ... regular basis. About Intraware Founded in 1996, Intraware, Inc. is the premier provider of software **lifecycle** management services for corporations and enterprise software vendors worldwide. Intraware meets the growing needs of...  
... About NettGain NettGain design, architect and implement information distribution systems based on Java and related **Internet** technologies. NettGain also has strategic partnerships with other key players in the industry; Brokat, Marimba...

38/3,K/7 (Item 4 from file: 20)  
DIALOG(R)File 20:World Reporter  
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02973194  
**Documentum, Inc. Joins CENSA in Developing Science's Newest Tools - Collaborative Electronic Notebook Systems**  
PR NEWSWIRE  
September 30, 1998  
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 789

... access to end user members and their development projects; extensive knowledge deliverables such as specifications, **Requests For Proposals** (RFPs), and research reports and much more. CENSA is working closely with Supplier Members to build...

... through 2000, CENSA End User and Supplier Members will release a series of detailed specifications, **RFPs**, and software for systems, integration frameworks, applications, and components for technical applications. These deliverables are...

... managers, and quality assurance managers. These professionals will benefit greatly from integrated systems for intelligent **project** data and document handling, formal recordkeeping and archiving, collaboration, and knowledge management. For more information...

... Cummings Park, Suite 5400, Woburn, MA 01801, Tel: 781-935-9600, Fax: 781-935-3113, **Internet** : [info@censa.org](mailto:info@censa.org). CENSA and CENS Consortium are registered trademarks of the Collaborative Electronic Notebook...

38/3,K/8 (Item 5 from file: 20)  
DIALOG(R)File 20:World Reporter  
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02859487

Company Created to Promote Global Straight Through Processing in the  
Financial Services Industry

PR NEWswire

September 18, 1998

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 878

... global marketplace. The new cross-border processing model envisioned by the Association would feature a **network** combined with a Transaction Flow Manager (TFM) utility to facilitate and control the information flow...

...their implementation. The Association has retained KPMG to assist in the next phase of its **project**. The effort is also crucial to the development of ever-shorter settlement cycles, a major...

42/3,K/1 (Item 1 from file: 621)  
DIALOG(R) File 621:Gale Group New Prod.Annou.(R)  
(c) 2001 The Gale Group. All rts. reserv.

02148364 Supplier Number: 55456742 (USE FORMAT 7 FOR FULLTEXT)  
**John Strand Joins WellBid Board of Directors.**  
Business Wire, p0375  
August 16, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 544

**John Strand Joins WellBid Board of Directors.**

**WellBid** Inc. is pleased to announce the addition of technology development expert John Strand to its Board of Directors.

The addition of Mr. Strand bolsters **WellBid** 's impressive management roster, bringing additional technical clout to the bold new company.

**WellBid** 's goal is to revolutionize the multi-billion-dollar oil and gas industry. Using the power and convenience of the Internet, **WellBid** plans to usher in a new era of prosperity by streamlining outdated business activities, improving...

...and in engineering from Tulane University.

Leaders in oil and gas who have seen the **WellBid** stratagem agree that the company will quickly become an integral part of procurement and well...

...true win-win situation in which all facets of the industry can prosper and grow.

**WellBid** Inc. is located at 4155 East Jewell Avenue, Suite 225, Denver, Colorado, 80222. For more information about **WellBid** products or services, visit our web site at [www.wellbid.com](http://www.wellbid.com), email [info@wellbid.com](mailto:info@wellbid.com), fax 303/300-3534, or call 303/300-3520.

42/3,K/2 (Item 2 from file: 621)  
DIALOG(R) File 621:Gale Group New Prod.Annou.(R)  
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02148362 Supplier Number: 55456740 (USE FORMAT 7 FOR FULLTEXT)  
**WellBid's Jeff Livesay Brings the Internet to the Oil and Gas Industry.**  
Business Wire, p0374  
August 16, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 407

**WellBid's Jeff Livesay Brings the Internet to the Oil and Gas Industry.**

Jeffery A. Livesay, a 22-year-veteran of the computer and communications industries, has founded **WellBid** Inc., a bold new company aimed at revolutionizing the multi-billion-dollar oil and gas industry.

Using the power and convenience of the Internet, **WellBid** will usher in a new era of prosperity for the oil and gas industry by...

...and sales professionals, all of whom have decades of oil and gas or computer experience, **WellBid** aims to create a true win-win situation in which all facets of the industry can prosper and grow. Leaders in oil and gas who have seen the **WellBid** stratagem agree that the company will quickly become an integral part of procurement and well...  
...for a Master's Degree in Computer Science in 1987 at North Carolina State University.

**WellBid** Inc. is located at 4155 East Jewell Avenue, Suite 225, Denver, Colorado, 80222. For more information about **WellBid** products or services, email [info@wellbid.com](mailto:info@wellbid.com), fax 303/300-3534, or call 303/300-3520.

45/3,K/1 (Item 1 from file: 20)  
DIALOG(R)File 20:World Reporter  
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11284001 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Letters: Sterling Work**  
From MICHAEL LIVESEY , BY E-MAIL  
INVESTORS CHRONICLE, p11  
April 28, 2000  
JOURNAL CODE: FIC LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 238

From MICHAEL LIVESEY , BY E-MAIL

45/3,K/2 (Item 2 from file: 20)  
DIALOG(R)File 20:World Reporter  
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06813753 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Property manager riding roughshod over owners**  
Annie George Livesey  
NEW STRAITS TIMES (MALAYSIA), p11  
August 20, 1999  
JOURNAL CODE: FNST LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 421

Annie George Livesey

45/3,K/3 (Item 3 from file: 20)  
DIALOG(R)File 20:World Reporter  
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05936545 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Swap shop keeps PEPs on the boil: Should you trade in your fund for a better performer? asks Ben Livesey**  
SECTION TITLE: Business  
BEN LIVESEY  
INDEPENDENT ON SUNDAY  
June 27, 1999  
JOURNAL CODE: FIN5 LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 644

BEN LIVESEY

45/3,K/4 (Item 4 from file: 20)  
DIALOG(R)File 20:World Reporter  
(c) 2001 The Dialog Corporation. All rts. reserv.

05835607 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Investing in the Stock Market: Are you the Mini or the Maxi type?: If you're prepared to take some risk, the returns can be excellent. He re, and on pages 12 and 13, we explain how it can be done**  
SECTION TITLE: Business  
BEN LIVESEY  
INDEPENDENT ON SUNDAY  
June 20, 1999  
JOURNAL CODE: FIN5 LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 811

BEN LIVESEY

23/9/6 (Item 1 from file: 621)  
DIALOG(R) File 621:Gale Group New Prod.Annou.(R)  
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02158213 Supplier Number: 55585014 (THIS IS THE FULLTEXT)  
**Impresse Launches impresse.com Network, a Radically New Way to Automate Commercial Print Purchasing.**

Business Wire, p0199

August 30, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 740

TEXT:

Seybold Editors name impresse.com "Hot Pick" at

Seybold San Francisco '99

SAN FRANCISCO--(BUSINESS WIRE)--Aug. 30, 1999--

Impresse Corporation today launched impresse.com(TM), the first business-to-business e-commerce print **network** targeting the printing, publishing and graphic arts communities. The impresse.com **network** is a comprehensive end-to-end **Internet service** tailored for print **buyers**, in corporations and creative services firms, who want to cost-effectively automate and manage the **procurement workflow** for commercially printed items, from **project** creation through fulfillment and delivery. Launched today at Seybold San Francisco '99, impresse.com was selected as a "Hot Pick" by the Seybold editors.

"Print customers told us they were looking for a modernized win-win Internet-based solution that would cut down on repetitive administrative chores and snafus and speed up communications between themselves and their printers," said Nimish Mehta, president and CEO of Impresse(tm). "We believe impresse.com is a robust business-to-business e-commerce solution that streamlines workflows, improves service and shortens turnaround times with fewer errors, resulting in incredible cost savings and increased creative productivity."

"Our customers are demanding Internet-based e-commerce solutions from their print partners," said Don DeHart, president and owner of DeHART's Printing Services Corp. "Impresse understands the complete print supply chain and allows us to engage with customers in a win-win manner using state-of-the-art Internet services that efficiently streamline our communications."

In 1998, the print industry in the U.S. had estimated revenues of over \$275 billion (source: CAP Ventures). Yet, many of the transactions between corporate buyers and commercial printers are still done in labor and time-intensive processes by meetings, phone and fax.

"Printing services are needed by practically every business in America and Global 2000 companies spend close to three percent of annual revenues on printing. While printing is a mature industry in many respects, leading companies in the industry are taking advantage of Internet-based technologies to improve efficiency and expand their product offerings," said Ray Roper, president and CEO of Printing Industries of America (PIA). "Impresse's solution offers a comprehensive enterprise print production system which is worthy of consideration by any graphic arts company seeking Internet-based solutions."

Features for Buyers and Printers

-- **New Project Specification** - easy project specification, development, update and change orders from project creation through completion, all via an intuitive web-based interface for both buyers and printers.

-- **Reprint Ordering** - efficient reordering from a catalog of previously printed kits, accessible by end-users or print buyers, utilizing impresse.com's digital production library technology for print ready versioning.

-- **Quote Request** - quick and accurate request submission to multiple vendors for ballpark and formal quotes and the ability to subsequently return quotes, finalize orders and securely transfer content files.

-- **Quote Comparison and Negotiation** - streamlined comparison and negotiation of specs and quotes, enabling more efficient print parameter recommendation and selection, and reduced errors.

-- Production Tracking - simplified status tracking of all current and previous projects, with notification for issues that need attention or approval, and confirmation on shipment and delivery of all orders.

-- Project Management - historical record and audit of all requests, transactions, changes and approvals for projects processed through the service, via a comprehensive data store.

-- Buyer and Vendor Management - simplified administration of multiple authorized buyers and approved/preferred vendors, enhancing the communication between print buyers and their vendors.

-- Report Compilation and Generation - easy generation of management reports about projects, orders and print buying trends.

-- Extensive Security - state-of-the-art privacy and encryption technologies ensure that access and information is secure.

Users can securely access [impresse.com](http://impresse.com) network using Internet Explorer or Netscape Navigator on any Windows or Macintosh computer. Impresse products and services are being demonstrated at Seybold at the Impresse booth (Number 201). Impresse was recently named one of the industry's top 100 hot private companies by UPSIDE magazine (June 1999).

#### About Impresse

Impresse Corporation is the leading provider of business-to-business e-commerce solutions that revolutionize the way corporations buy, produce and fulfill commercially printed materials. Impresse's Internet B2B e-commerce commercial print network and Intranet suite of enhanced software services leverage the latest open Internet standards to effectively automate workflows and transactions between corporate buyers and commercial printers. The Company, headquartered in Sunnyvale, California, is venture funded by Kleiner Perkins Caufield & Byers, Benchmark Capital, The Java Fund and Atlas Venture. For more information, contact Impresse at 408/530-2000 or at [www.impresse.com](http://www.impresse.com).

Impresse, [impresse.com](http://impresse.com) and ImpresseWare are trademarks of Impresse Corporation. Additional company and product names may be trademarks or registered trademarks of the individual companies and are respectfully acknowledged.

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NAICS CODES: 51121 (Software Publishers)

File 348:EUROPEAN PATENTS 1978-2001/Jun W02  
 (c) 2001 European Patent Office  
 File 349:PCT Fulltext 1983-2001/UB=20010614, UT=20010531  
 (c) 2001 WIPO/MicroPat

Set	Items	Description
S1	6915	PROCUREMENT? OR EPROCUREMENT? OR (PROCUR? OR PURCHAS? OR B-ID? ? OR BIDDING OR BUY?) (3N) (GOODS OR SERVICE? ? OR PRODUCT? ? OR MATERIALS OR SUPPLIES OR RESOURCE?)
S2	162642	ONLINE OR ON()LINE OR INTERNET OR INTRANET OR EXTRANET OR - NETWORK? OR VPN OR VPNS OR WAN OR WANS OR LAN OR LANS
S3	81170	WEB OR WEBSITE? OR PORTAL? ? OR APPLICATION()SERVICE()PROVIDER? ? OR ASP OR ASPS
S4	1199	(REQUEST? OR INVIT? OR SOLICIT?) (3N) (PROPOSAL? ? OR QUOTE? ? OR QUOTATION? OR BID? ?) OR RFP OR RFPS OR ITB OR ITBS OR RFQ OR RFQS
S5	58	S1(S) (S2 OR S3) (S)S4
S6	152	(PROJECT? ? OR MULTIPROJECT?) (S) (WORKFLOW? OR (WORK OR PROCESS OR PROCESSES) (2N)FLOW? ? OR LIFECYCLE? OR LIFE()CYCLE? ? OR CONCEPT (1W)COMPLETION)
S7	839680	PARAMETER? OR SPECIFICATION? OR SPECIFY? OR SPECIFIE? ? OR REQUIRE? OR REQUISITE? OR DETAIL? ?
S8	167041	S7(3N) (PROJECT? ? OR TECHNICAL OR ENGINEERING OR PHYSICAL? OR FUNCTION? OR TEMPORAL? OR TIME? ? OR TIMING OR SCHEDULE? OR GEOGRAPHIC? OR FINANCIAL OR COST?)
S9	29091	(COMPAR? OR EVALUAT? OR REVIEW? OR ANALY?) (3N) (PROPOSAL? ? OR BID? ? OR QUOTE? ? OR QUOTATION? OR RESPONSE? ? OR ALTERNATIVE? OR COST? ?)
S10	15619	NEGOTIAT? OR RENEGOTIAT? OR (MANIPULAT? OR ADJUST? OR MODIFY?) (2N) (PROPOSAL? OR BID? ?) OR (PROPOS? OR SUGGEST?) (2N) (ALTERNATIVE? OR SUBSTITUT? OR CHANG? OR MODIF?) OR ECONOMIES (1W) - SCALE
S11	771	RECONCILIATION? OR RECONCIL? (5N) (INVOICE? OR COST? ? OR EXPENSE? OR PURCHASE()ORDER? ? OR PO OR REQUISITION? OR ACCOUNT? ? OR STATEMENT?)
S12	0	S5(S)S6(S)S9(S)S10(S)S11
S13	7	S5(S) (S6 OR S8)
S14	17	S5(S) (S9 OR S10 OR S11)
S15	14	S14 NOT S13

13/5,K/1 (Item 1 from file: 349)  
DIALOG(R) File 349:PCT Fulltext  
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00806382

METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF  
MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A  
MARKET SPACE INTERFACE

PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHÉ ENTRE UNE  
PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION  
D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHÉ

Patent Applicant/Assignee:

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HICKMAN Paul L (agent), Hickman Coleman & Hughes, P.O. Box 52037, Palo  
Alto, CA 94303, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)

Application: WO 2000US32308 20001122 (PCT/WO US0032308)

Priority Application: US 99444773 19991122; US 99444798 19991122

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK

LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 162579

#### English Abstract

A system, method and article of manufacture are provided for affording a network-based supply chain framework. Installation of a service is managed utilizing a network. Demand and supply of manufacturer offerings are planned utilizing the network and orders for the manufacturer offerings are also managed utilizing the network. The network is also utilized to manage network assets including providing maintenance and service for the network assets utilizing the network.

#### French Abstract

On decrit un systeme, un procede et un article manufacture qui constitue une structure de chaine d'approvisionnement fondee sur le reseau. L'installation d'un service est geree au moyen d'un reseau. La demande et l'approvisionnement des offres de fabricant sont planifies au moyen du reseau et les commandes relatives aux offres du fabricant sont egalement geres au moyen du reseau. Le reseau est egalement utilise pour gerer les actifs sur le reseau, y compris pour effectuer la maintenance et le service pour les actifs de reseau au moyen du reseau.

Legal Status (Type, Date, Text)

Publication 20010531 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:

Claims

#### Claim

... as mail, email, fax, telephone in operation 7506. If the user encounters an issue and **requests** support, the support will be provided

utilizing the user's preferred channel and at the...283  
Provides adapter or mechanism to communicate and transfer data at the functional level with **Financial** systems via **real-time** API's Provides adapter or mechanism to communicate and transfer data at the functional level...hierarchy of levels of client identification (for example, client organization ID, client department ID, client **network** ID, client **project** ID, and client employee ID, or any appropriate subset of the above).

provide a general...c) different categories of user and/or WAF installation types, such as client organizations, departments, **projects**, **networks**, and/or individual users, etc. This feature of the present invention can be employed for...

...organization client administrator distributes control information specifying the usage rights of departments, users, and/or **projects**. Likewise, a department (division) **network** manager can function as a distributor (budgets, access rights, etc.) for department **networks**, **projects**, and/or users, etc. provide scalable, integratable, standardized control means for use on electronic appliances...interfaces well yet.

B3. Session performance is critical to the application or sub-second response **times** are **required** for successful use. Client server applications can provide response times necessary to support transaction intensive...

...logic and business data can be distributed between the client and server for optimal efficiency. **Web**-based interfaces still have an inherent overhead due to the connectionless communication and constant downloading ...

13/5,K/2 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
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00792500 \*\*Image available\*\*  
SYSTEM AND METHOD FOR PURCHASE AND SALE OF TRANSPORTATION ASSETS VIA A GLOBAL COMPUTER NETWORK  
SYSTEME ET TECHNIQUE D'ACHAT ET DE VENTE DE BIENS ET DE SERVICE VIA UN RESEAU INFORMATIQUE MONDIAL

Patent Applicant/Assignee:

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MAHBOOB Vaseem, 2701 18th Avenue NW, Rochester, MN 55091, US,

Legal Representative:

BEUSSE James H. (agent), Holland & Knight LLP, P.O. Box 1526, Orlando, FL 32802-1526, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200126016 A2 20010412 (WO 0126016)  
Application: WO 2000US27829 20001010 (PCT/WO US0027829)  
Priority Application: US 99158105 19991007; US 2000177431 20000121; US 2000183203 20000217

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English



Fulltext Availability:  
Detailed Description  
Claims  
Fulltext Word Count: 12667

#### English Abstract

A computer implemented, internet based commerce method for purchase and sale of goods and services between multiple, unrelated parties using an auction type process. The method allows an auction owner to offer to purchase or to sell goods or services from or to qualified bidders while having an option of controlling admission of bidders to the auction. The method can be used in an anonymous auction wherein neither the auction owner nor bidder are known to each other. The method can also include search functions to identify goods by alternative descriptors, error detection to identify bid errors, monitor functions to allow monitoring of multiple auction events, bid analysis functions to determine actual bid value and trending analysis to predict needs in goods and services.

#### French Abstract

Cette invention concerne une technique informatique, via Internet, d'achat et de vente de biens et services entre de multiples parties sans rapport entre elles dans le cadre d'un systeme de vente aux encheres. Grace a cette technique, une maison de ventes aux encheres peut vendre des biens et des services a des enchereurs qui se sont qualifies comme tels tout en ayant la possibilite de garder la haute main sur l'admission des personnes qui surencherissent. Cette technique peut s'utiliser de facon anonyme, sans que la maison de vente aux encheres et les surencherisseurs se connaissent. Cette technique peut egalement etre assortie de fonctions de recherche pour l'identification de biens au moyen de descripteurs alternatifs, de detection des erreurs dans les offres, de surveillance portant sur des multiples evenements de vente aux encheres, d'analyse des offres permettant de determiner la valeur reelle des offres et d'analyse de tendances destinees a anticiper les besoins de biens et de services.

#### Legal Status (Type, Date, Text)

Publication 20010412 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:  
Detailed Description

#### Detailed Description

... bidding or participating in a deal or auction. Typically, a user desiring to sell or buy a product may specify a time by which the deal or auction will terminate. If there is sufficient activity, the user ...

...time for bidding based on selected criteria, such as, for example, number of bidders or bids or requests from persons who want to bid. The extension times may be small, such as five minutes for purposes of allowing a bidder to get on -line to bid or may be longer if the user determines that such additional time may...

13/5,K/3 (Item 3 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
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00792480 \*\*Image available\*\*

PROCESS AND SYSTEM FOR MATCHING BUYERS AND SELLERS OF GOODS AND/OR SERVICES  
PROCEDE ET SYSTEME DE MISE EN CORRESPONDANCE D'ACHETEURS ET DE VENDEURS DE BIENS ET/OU DE SERVICES

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200125993 A1 20010412 (WO 0125993)  
Application: WO 2000US26711 20000928 (PCT/WO US00026711)  
Priority Application: US 99157315 19991001; US 99166960 19991123

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU  
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA  
UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 23020

English Abstract

The present invention provides a process and a system for matching buyers and sellers of goods and/or services for a project. The invention enables a buyer to specify a project in terms of physical, functional, temporal, financial, and/or transactional parameters (102) which are then automatically converted, by the present invention, into at least one request for goods/services (104) needed to complete the project. The requests are suitably provided to at least one seller, who may be pre-identified by the buyer as a preferred seller. Upon receiving a request, the seller may submit a response to the request, as desired. Additionally, the invention provides a forum for the negotiation of any agreements and the formation of contracts to provide the requested, or alternative goods/services (106). Further, the present invention provides a system and process for targeting marketing to online buyers based upon profiles established for the buyers, profiles for the sellers, and the current on-line activities of a buyer. The targeted marketing features are preferably provided by utilizing Profile links which provide hyper links to a web page associated with a seller.

French Abstract

La presente invention concerne un procede et un systeme de mise en correspondance d'acheteurs et de vendeurs de biens et/ou de services pour un projet. L'invention permet a un acheteur de definir un projet selon des parametres physiques, fonctionnels, temporels, financiers et/ou transactionnels (102) qui sont alors automatiquement convertis, selon la presente invention, en au moins une requete de biens et/ou services (104) requis pour realiser le projet. Les requetes sont fournies en conformite a au moins un vendeur, qui peut etre prealablement identifiee par l'acheteur en tant que vendeur privilegie. Lorsqu'il recoit la requete, le vendeur peut soumettre une reponse a la requete, telle quelle. Par ailleurs, l'invention prevoit un forum pour toute negociation d'accords et pour la conclusion de contrats en vue de fournir les biens/services requis, ou des biens/services alternatifs (106). En outre, l'invention prevoit un systeme et un procede de marche-cible a des acheteurs en ligne sur la base de profils etablis des acheteurs, de profils de vendeurs, et les activites actuelles en ligne d'un l'acheteur. Les caracteristiques du marche-cible sont fournies de preference au moyen de liaisons de profils qui permettent des hyper-liaisons a une page du Web associee a un vendeur.

Legal Status (Type, Date, Text)

Publication 20010412 A1 With international search report.

Fulltext Availability:

Detailed Description

Detailed Description

... between a buyer and a seller for the provision of goods/services.

Additionally, by maintaining on -line databases, the process facilitates the archiving of projects, requests, proposals, and other information. The archived information may then be utilized to further the processes by which project Parameters are converted into requests and buyers and sellers are matched. Figures 3A - 3C illustrate another...  
...present invention facilitates the generation of requests and responses, and the formation of contracts for goods /service between a buyer and at least one seller. As shown for this embodiment, the process preferably begins when...

13/5,K/4 (Item 4 from file: 349)  
DIALOG(R) File 349:PCT Fulltext  
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00781916 \*\*Image available\*\*

METHOD AND APPARATUS FOR AN ELECTRONIC MARKETPLACE FOR SERVICES HAVING A COLLABORATIVE WORKSPACE  
PROCEDE ET APPAREIL DESTINES A UN MARCHE ELECTRONIQUE DE SERVICES PRESENTANT UN ESPACE DE TRAVAIL COLLECTIF

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

BIRNSCHEIN Lorrel A (et al) (agent), Fenwick & West LLP, Two Palo Alto Square, Palo Alto, CA 94306, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200115050 A1 20010301 (WO 0115050)

Application: WO 2000US23350 20000824 (PCT/WO US0023350)

Priority Application: US 99150611 19990824

Designated States: AE AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK

EE ES FI GB GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA

UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 5782

English Abstract

A method and system for buying and selling services online includes a process for custom services, a commodity process and a collaborative workspace on a website (102). The process for custom services includes the posting by a buyer (104) of specific criteria for a desired service, the bidding by a seller (106) to perform the service, and the selection of a seller by the buyer. The commodity process includes the posting by a seller of a service offering, the posting by the buyer of requirements for the purchase of the service offering, and the purchase of a service offering by the buyer. The commodity process may also include an optimization process that provides the buyer with an optimized list of service offerings. The collaborative workspace includes communication tools (302), a file structure (304), workbenches (306) and project management tools (308) used by the buyer and seller for facilitating the

setup, development and release of one or more services.

#### French Abstract

La presente invention concerne un procede et un systeme permettant d'acheter et de vendre des services en ligne comprenant un processus de services personnalises, un processus de marchandises, et un espace de travail collectif sur un site Web (102). Le processus de services personnalises consiste en ce que: un acheteur (104) annonce des criteres specifiques pour un service voulu, un vendeur (106) propose une offre pour executer le service, et l'acheteur selectionne un vendeur. Le processus de marchandises consiste en ce que: un vendeur annonce une offre de services, l'acheteur determine les conditions de l'achat de l'offre de services, et l'acheteur achete l'offre de services. Le processus de marchandises peut egalement comprendre un processus d'optimisation qui fournit a l'acheteur une liste optimisee d'offres de services. L'espace de travail collectif comprend des outils de communication (302), une structure de fichiers (304), des tables (306) et des outils de gestion de projets (308) utilises par l'acheteur et le vendeur pour faciliter la configuration, le developpement et le degagement d'un ou de plusieurs services.

#### Legal Status (Type, Date, Text)

Publication 20010301 A1 With international search report.  
Publication 20010301 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

#### Fulltext Availability:

Detailed Description

#### Detailed Description

... RFP process. This process is initiated by the buyer.

First, the buyer specifies 1002 the **project details**. The **project details** may include a **project** name 704, a description of the service that the buyer is requesting, the category 706...

...716. The buyer may also upload relevant files or voice recordings as part of the **project details**. The buyer then posts 1006 the project. Once the buyer posts 1006 the project, the application 204 adds the project to the list 700 of current RFPs on the **website** 102. Next, the seller browses 1008 the listed projects. The seller may then participate in...

13/5,K/5 (Item 5 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
(c) 2001 WIPO/MicroPat. All rts. reserv.

00762428 \*\*Image available\*\*

**BUILDING CONSTRUCTION BID AND CONTRACT MANAGEMENT SYSTEM, INTERNET-BASED METHOD AND COMPUTER PROGRAM THEREFOR**

**SYSTEME D'APPEL D'OFFRES ET DE GESTION DE CONTRATS DANS LE DOMAINE DE LA CONSTRUCTION, PROCEDE BASE SUR INTERNET ET PROGRAMME INFORMATIQUE ASSOCIE**

#### Patent Applicant/Inventor:

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, US (Residence), US (Nationality)

#### Legal Representative:

DULIN Jacques M, Innovation Law Group, Suite 815, 111 North Market Street, San Jose, CA 95113, US

#### Patent and Priority Information (Country, Number, Date):

Patent: WO 200075837 A2 20001214 (WO 0075837)  
Application: WO 2000US15481 20000605 (PCT/WO US0015481)  
Priority Application: US 99137576 19990604; US 99163702 19991105; US 2000174989 20000107; US 2000197907 20000413

Designated States: AU BG BR BY CA CN CZ CZ (utility model) EE EE (utility model) GE HR HU ID IL IN JP KG KP KR KR (utility model) KZ LT LV MD MK MX

NO NZ PL RO RU SG SI SK SK (utility model) TJ TM TR UA US UZ VN YU ZA  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
Main International Patent Class: G06F-017/60  
Publication Language: English  
Filing Language: English  
Fulltext Availability:  
Detailed Description  
Claims  
Fulltext Word Count: 22101

#### English Abstract

The present invention relates to a system and method ("Bid System") for topologically subdividing and defining the detail scope of work and for inter-linking construction plans and specifications to construction contracts and subcontracts. The Bid System permits full, clear and unambiguous definition of the scope of work under each subcontract, so as to eliminate errors and uncertainty relating to contract performance. The Bid System establishes a series of electronic overlays to the digitized construction plans corresponding to different trades or categories of work, in which each overlay may be divided into a series of optimized topological subdivisions or "boxes" which uniquely identify and locate on the plans a portion of the work to be performed. The system includes linkage of the overlays and boxes to the subcontracts whereby the scope of work to be bid is accurately associated or "mapped" to corresponding regions and overlay category on the architectural drawings or construction plans. This mapping of overlays to plans constitutes a system of almost-orthogonal equations having the property of progressively increasing transparency as the typical size of the subdivisions is reduced. The system and method also permits a bi-directional flow of information from the various entities involved in the bid process so as to enhance the clarity and detail of work description of both the contracts and the plans and specifications, thus permitting more efficient and effective monitoring and management of contract performance. Internet-based embodiments of the Bid System of the invention are described, including a central-server remote host Internet embodiment in which the transmittal of data, including plans, overlays, contracts, bids, comments, edits, changes and the like are via the Internet, the Bid System being operated principally on a central remote host operated by a Bid System Service Provider (BSSP). Distributed host Internet embodiments are also disclosed.

#### French Abstract

Système et procede (<= système d'appel d'offres >=) permettant de subdiviser et de définir de maniere topologique l'ampleur detaillee du travail et d'interconnecter les plans et specifications de construction aux contrats et sous-contrats de construction. Ledit système d'appel d'offres permet une definition complete, claire et non ambiguë de l'ampleur du travail correspondant a chaque sous-contrat, de façon a éliminer les erreurs et l'incertitude concernant la performance en matière de contrats. Ledit système établit une série de superpositions électroniques sur les plans de constructions numerisées correspondant aux différents corps de métiers ou catégories de travaux, chaque superposition pouvant être divisée en une série de subdivisions ou cases topologiques optimisées qui identifient et localisent de maniere unique sur les plans une partie du travail a accomplir. Ledit système comporte la liaison des superpositions et cases aux sous-contrats, l'ampleur des travaux devant faire l'objet d'un appel d'offres étant associée de maniere précise a des régions correspondantes et a la catégorie de superposition sur les dessins architecturaux ou les plans de construction. Cette mise en correspondance des superpositions et des plans constitue un système d'équations presque orthogonales ayant la propriété d'augmenter progressivement la transparence a mesure que la taille typique des subdivisions est réduite. Le système et le procede selon la presente invention permettent également un flux bidirectionnel d'informations a partir des différentes entités impliquées dans le processus d'appel d'offres de maniere a favoriser la clarté et les détails de la description des travaux, tant pour les contrats que pour les plans et specifications, ce qui permet une surveillance et une

gestion plus efficaces et plus directes de la performance en matiere de contrat. La presente invention concerne egalement des modes de realisation bases sur Internet dudit systeme d'appel d'offres, dont un mode de realisation Internet sous forme de systeme a processeur central eloigne et a serveur central, selon lequel la transmission des donnees, y compris les plans, superpositions, contrats, appels d'offres, commentaires, mises en forme des donnees, modifications et analogues se font via Internet, ledit systeme d'appel d'offres fonctionnant principalement a l'aide d'un processeur central eloigne gere par un fournisseur de services d'appel d'offres. Des modes de realisation repartie sur la base d'un processeur central Internet sont egalement decrits.

Legal Status (Type, Date, Text)

Publication 20001214 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:

Detailed Description

Detailed Description

... contractors from which bids are desired by e-mail. In addition, the original drawings, overlays, **specifications**, **specification** overlays, permits, **engineering** reports, bid forms and related documentation (e.g., **Request For Bids** with deadlines) are saved in dedicated archive memory for future use and reference.

The contractors...

13/5,K/6 (Item 6 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00726664 \*\*Image available\*\*

METHOD AND SYSTEM FOR PROCESSING AND TRANSMITTING ELECTRONIC REVERSE AUCTION INFORMATION

PROCEDE ET SYSTEME DE TRAITEMENT ET DE TRANSMISSION DE DONNEES ELECTRONIQUES DE MISE AUX ENCHERES INVERSEES

Patent Applicant/Inventor:

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Legal Representative:

COHEN Jerry, Perkins, Smith & Cohen, LLP, 30th Floor, One Beacon St., Boston, MA 02108, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200039729 A1 20000706 (WO 0039729)

Application: WO 99US30609 19991220 (PCT/WO US9930609)

Priority Application: US 98113874 19981227; US 99332321 19990614

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 8506

English Abstract

In order to conduct an electronic reverse auction, a computer system has a post means for posting product description information across a network

(14), a bidding means for submitting a plurality of bids (28), proposals, and means for transmitting other information about goods and bidders. A means for evaluating the bids (16) by a select criteria and a security means is also provided.

#### French Abstract

Pour conduire une mise aux enchères inversées, un système informatique comprend un dispositif postal servant à poster des données de description d'un produit via un réseau (14), un dispositif de soumission d'offres servant à soumettre une pluralité d'offres (28), des propositions et un dispositif servant à transmettre d'autres données concernant des biens et des enchérisseurs. L'invention concerne également un dispositif servant à évaluer les offres (16) à l'aide d'un critère sélectif et d'un dispositif de sécurité.

#### Legal Status (Type, Date, Text)

Publication 20000706 A1 With international search report.

Examination 20001005 Request for preliminary examination prior to end of 19th month from priority date

#### Fulltext Availability:

Detailed Description

#### Detailed Description

... the network, the information being descriptive of a request and/or specification of goods and **services** to be **purchased**, **bidding** means available to the bidders for submitting a plurality of proposals across the **network** in response to the request and/or **specification**, the bids including **financial** information, a description of the goods and **services** to be provided, information about the bidder...  
...or more pointers to bidder addresses such as an email address and a World Wide Web address, receiving means for receiving the plurality of bids sent across the **network** by a plurality of proposers, security means for allowing access to only designated **request** and **bid** information by those with authorized access, evaluation means for ranking bids received in accordance with...

13/5,K/7 (Item 7 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00601493 \*\*Image available\*\*

A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR SWITCHED TELEPHONY COMMUNICATION

SYSTEME PROCEDE ET ARTICLE CONCERNANT LES COMMUNICATIONS TELEPHONIQUES PAR RESEAU COMMUTE

Patent Applicant/Assignee:

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Inventor(s):

ZEY David A, ZEY, David, A., 4208 Ragsdale Court, Fuquay-Varina, NC 27526, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 9847298 A2 19981022

Application: WO 98US7927 19980415 (PCT/US 9807927)

Priority Application: US 97835789 19970415; US 97834320 19970415

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH HU IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW GM GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Main International Patent Class: H04Q-007/00;

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

#### English Abstract

A hybrid telecommunication system includes a switched network which transfers information across the Internet to provide multi-routed and multidimensional callback processing. The hybrid network includes one or more switched networks coupled to one or more packet transmission networks, and a call router coupled to the switched communication network and the packet transmission network to route information to the appropriate switched telephony device or Internet device address. A computer with an attached display communicates with the packet transmission network. The computer is used to initiate remote management of the hybrid network, including tests of the hybrid network. The tests include circuit analysis such as selecting signaling states which could be loop start, ground start, or detecting signals such as dual tone multifrequency, multifrequency or dialpulse. The hybrid network includes support for an operator to monitor the management of the hybrid network, and an expert system to regulate the Quality of Service of the hybrid telecommunication system.

#### French Abstract

La presente invention se rapporte a un systeme de telecommunications hybride comprenant un reseau commute qui transmet les informations via Internet pour permettre un traitement de rappel multidimensionnel a acheminements multiples. Ce systeme hybride comprend un ou plusieurs reseaux commutes couples a un ou a plusieurs reseaux de transmission par paquets, un dispositif d'acheminement d'appels couple au reseau commute, et un reseau de paquets acheminant les informations a l'adresse du dispositif telephonique commute ou du dispositif Internet. Un ordinateur equipe d'un afficheur communique avec le reseau de paquets. L'ordinateur assure le declenchement de la telegestion du reseau hybride ainsi que des tests du reseau hybride. Ces tests comprennent l'analyse du circuit et notamment la selection des etats de signalisation ainsi que le demarrage sur court-circuit ou sur prise de terre, mais aussi la detection de signaux tels que les multifrequences bi-tons, les multifrequences ou les impulsions. Le reseau hybride assure une assistance operateur permettant de surveiller la gestion du reseau hybride, un systeme expert assurant le controle qualite de service (QOF) du systeme de telecommunications hybride.

#### Fulltext Availability: Detailed Description

#### Detailed Description ... managed:

- o All resources must register to their LRM 2190 as members of a specific **resource** pool 2272.
- o All resources must de-register from their LRM 2190 if, for any...TOKEN.

The Token Servers 454 are required to issue a unique TOKEN on every new **request**. This mandates a communication link between multiple Token Servers in order to avoid conflict of...be sent to other internet devices are handed by the packet classifier 293 to the packet **scheduler** 298, which selects the outgoing network interface for the packet based on the routing tables...profile associated with the ID, the directory service sends a response (ACK) back to the **specified** IP address indicating that the message was received and processed. When the computer (PC 12... servers 302/304/306/308 may all reside on a single or a plurality of **physical** units. In the preferred embodiment, each logical server resides on a distinct physical unit, for...Network Topology Databases 334, which are created and maintained by order entry systems and network **engineering** systems in the preferred embodiment. Topology data is input to the SNMS Topology Server 306...interwork with H.320 computers on the ISDN, as well as with computers on wireless **networks**.



A. Components of Video Telephony  
1. DSP modem pools with ACD  
A Digital Signal Processor...

15/5,K/1 (Item 1 from file: 348)  
DIALOG(R) File 348:EUROPEAN PATENTS  
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01212848

Computerized methods for competitive and collaborative contract bidding, formation, and performance

Computer-Verfahren zum konkurrierenden und kollaborativen Bieten für Verträge und zum Abschließen und Ausführen von Verträgen

Methodes informatiques pour encherir compétitivement et collaborativement des contrats et pour passer et honorer des contrats

PATENT ASSIGNEE:

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INVENTOR:

Carpenter, Ralph Lionel, Jr., 260 Larsen Lane, Colfax, California 95713, (US)

LEGAL REPRESENTATIVE:

Schoppe, Fritz, Dipl.-Ing. (55463), Schoppe, Zimmermann & Stockeler Patentanwälte Postfach 71 08 67, 81458 München, (DE)

PATENT (CC, No, Kind, Date): EP 1054333 A2 001122 (Basic)

APPLICATION (CC, No, Date): EP 109921 000510;

PRIORITY (CC, No, Date): US 316410 990520

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT EP 1054333 A2

Methods for carrying out electronic commerce, using, for example, the **Internet**, or other electronic means for communicating among servers and computer stations. An exclusive electronic business community is formed in which customer members post **requests** for **proposals** for goods or services on an electronic business site. Vendor members review the posted requests and then post a responsive proposal or bid at the electronic business site. The bid may be based either upon the vendor's individual capabilities, or upon capabilities resulting from collaborating with third parties. The collaboration with third parties may range from forming business alliances or partnerships, to assuming primary contractor or sub-contractor roles. The requesting customer member accesses whatever bids are submitted, and ultimately **negotiates** and enters into a contract with a selected vendor member for **purchase** of the desired **goods** or services.

ABSTRACT WORD COUNT: 136

NOTE:

Figure number on first page: 1

LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 001122 A2 Published application without search report

Assignee: 010502 A2 Transfer of rights to new applicant:

Hewlett-Packard Company, A Delaware Corporation  
(3016020) 3000 Hanover Street Palo Alto, CA  
94304 US

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
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CLAIMS A	(English)	200047	1087
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SPEC A	(English)	200047	4870
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Total word count - document A	5957
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Total word count - document B	0
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Total word count - documents A + B	5957
------------------------------------	------

...ABSTRACT A2

Methods for carrying out electronic commerce, using, for example, the **Internet**, or other electronic means for communicating among servers and computer stations. An exclusive electronic business community is formed in which customer members post **requests** for **proposals** for goods or services on an electronic business site. Vendor members review the posted requests...

...or sub-contractor roles. The requesting customer member accesses whatever bids are submitted, and ultimately **negotiates** and enters into a contract with a selected vendor member for **purchase** of the desired **goods** or services.

15/5,K/2 (Item 1 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
(c) 2001 WIPO/MicroPat. All rts. reserv.

00806384

**NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND METHOD THEREOF**

**GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE**

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

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Legal Representative:

HICKMAN Paul L (agent), Hickman Coleman & Hughes, LLP, P.O. Box 52037,  
Palo Alto, CA 94303, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139030 A2 20010531 (WO 0139030)

Application: WO 2000US32324 20001122 (PCT/WO US0032324)

Priority Application: US 99444775 19991122; US 99447621 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK  
DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT  
LV LU MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR  
TT UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 160541

**English Abstract**

A system, method and article of manufacture are provided for asset management in a network-based supply chain. Utilizing a network, information is received information from at least one service provider. This information includes information relating to present network assets of the service provider. Information is also received utilizing the network from at least one manufacturer. The information from the manufacturers includes information relating to present network assets of the manufacturers. A determination is made for optimal network assets needed for the service provider and manufacturer based on the present network assets of service provider and the manufacturer. Based on this determination, the optimizing of the network assets is managed.

**French Abstract**

L'invention concerne un systeme, un procede et un article de fabrication destines a la gestion d'actifs dans une chaine d'approvisionnement en reseau. Ce dernier permet de recevoir des informations provenant d'au moins un prestataire de services. Ces informations renferment des elements d'information se rapportant aux actifs actuels en reseau dudit prestataire. Elles sont egalement recues par le biais du reseau en provenance d'au moins un fabricant. Les informations des fabricants comportent des elements d'information se rapportant aux actifs actuels en reseau des fabricants. On determine les actifs en reseau optimaux necessaires au prestataire de services et au fabricant sur la base des actifs actuels en reseau desdits prestataire de services et fabricant.

Cette determination permet de gerer l'optimisation des actifs en reseau.

Legal Status (Type, Date, Text)

Publication 20010531 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:

Claims

Claim

... be sold (or in a buyer-centric twist - register RFQ's 'request for quote'), price negotiation and bidding, and reconciliation services. A Trading Network (TN) is an excellent business example of a broker site. Users of the TN can 30 issue Request for Quote 's (RFQ 'S) on the trading network. The request could be for raw materials, components, or finished items. Suppliers are free to answer an RFQ providing they meet some basic guidelines and requirements. The network provides a true win-win relationship. Since the network can be global, suppliers the purchaser may never have known about are free to participate...

15/5,K/3 (Item 2 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00805432

AUTOMATED INTERACTION WITH SELLERS OF ADVERTISING SPACE AND BUYERS OF ADVERTISING SERVICES

INTERACTION AUTOMATISEE AVEC DES VENDEURS D'ESPACE PUBLICITAIRE ET DES ACHETEURS DE SERVICES PUBLICITAIRES

Patent Applicant/Assignee:

AVENUE A INC, The Smith Tower, 9th Floor, 506 Second Avenue, Seattle, WA 98104, US, US (Residence), US (Nationality)

Inventor(s):

LIPSKY Scott Eric, 2211 32nd Avenue South, Seattle, WA 98144, US, WARREN Rebecca, 5431 Kirkwood Place N., Seattle, WA 98103, US,

Legal Representative:

LAWRENZ Steven D (et al) (agent), Perkins Coie LLP, P.O. Box 1247, Seattle, WA 98111-1247, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139014 A2 20010531 (WO 0139014)

Application: WO 2000US31955 20001122 (PCT/WO US0031955)

Priority Application: US 99167059 19991122

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DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 7054

English Abstract

A facility for analyzing immediate buying opportunity for a specified media project is described. The facility receives and displays information describing the project. Further, for each of a plurality of media outlets, the facility receives from the media outlet and displays information describing the media outlet. As a result, the information describing the media outlet displayed by the facility may be used to choose one or more media outlets for use in the project.

#### French Abstract

L'invention concerne une fonction permettant d'analyser une opportunité d'achat immédiat par rapport à un plan média défini. Cette fonction reçoit et affiche les informations décrivant le plan. En outre, pour chacune des publications média, la fonction reçoit de la publication média les informations la décrivant et les affiche. Ainsi, les informations décrivant la publication média affichée par la fonction peuvent être utilisées pour choisir une ou plusieurs publications média pouvant servir dans le plan.

#### Legal Status (Type, Date, Text)

Publication 20010531 A2 Without international search report and to be republished upon receipt of that report.

#### Fulltext Availability:

Detailed Description

#### Detailed Description

... by the advertiser via the extranet. The facility allows the advertiser to approve and/or modify the proposal using the web pages in which it is provided, enabling important details of the campaign to be resolved ...

15/5,K/4 (Item 3 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00799892 \*\*Image available\*\*

CUSTOMER DEMAND-INITIATED SYSTEM AND METHOD FOR ON-LINE INFORMATION RETRIEVAL, INTERACTIVE NEGOTIATION, PROCUREMENT, AND EXCHANGE  
SYSTEME LANCE SUR DEMANDE DU CLIENT ET PROCEDE POUR LA RECHERCHE D'INFORMATIONS EN LIGNE, LA NEGOTIATION INTERACTIVE, L'ACQUISITION, ET L'ECHANGE

#### Patent Applicant/Inventor:

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#### Legal Representative:

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#### Patent and Priority Information (Country, Number, Date):

Patent: WO 200133464 A1 20010510 (WO 0133464)

Application: WO 2000US30249 20001101 (PCT/WO US0030249)

Priority Application: US 99162932 19991101

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

#### Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 35087

#### English Abstract

A method and system are described for automated electronic-commerce procurement of services, products or bundles. The method provides a demand-based, information-specific negotiation process. Customers can initiate bidding with selected sellers in the system in a multivariate format based on numerous factors. Detailed information on services and products is available for the customer in order to make informed petitions. The system consists of four main modules: registration (1000),

information (2000), procurement (3000), and transaction and post-sale processing (8000).

French Abstract

L'invention concerne un procede et un systeme de commerce electronique fournisseur de services, de produits ou de liasses automatise. Le procede fournit sur demande un systeme de negociation d'informations specifiques. Les clients peuvent commencer a faire des offres d'achat aux vendeurs selectionnees dans le systeme dans un format a plusieurs variables fondees sur plusieurs facteurs. Des informations detaillees concernant des services et des produits sont disponibles pour les clients aux fins de creation des requetes informees. Le systeme comprend quatre modules principaux : l'enregistrement (1000), l'information (2000), l'acquisition (3000), et la transaction, ainsi que le traitement apres-vente (8000).

Legal Status (Type, Date, Text)

Publication 20010510 A1 With international search report.

Publication 20010510 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Fulltext Availability:

Claims

Claim

... to sell said 7 selected item, and 8 program code for processing an interactive bidding **negotiation** between said purchaser 9 and said vendor in response to said submission of said bid. 1 175. A method for **procurement** using a cornputer that communicates over a **network** , the 2 method comprising:

receiving from each of a plurality of purchasers a request to... instructions comprising 4 program code for receiving from each of a plurality of purchasers a **request** to receive **bids** to sell a custom bundle, said custom bundle including two or more items, which are...

...said item of said custom bundle, and program code for processing a reciprocally active bidding **negotiation** between each of 16 said plurality of vendors which has submitted a sub-bid and said purchaser in response to 17 submission of said bid, said bidding **negotiation** with each said vendor accessible to every 18 other one of said plurality of vendors...a purchaser to use to identify a selected item, 4 receiving from said purchaser a **request** to receive **bids** to sell said selected item, obtaining at least one bid to sell said selected item...

...6 vendors, 7 submitting said bid to said purchaser, and 8 processing an interactive bidding **negotiation** between said purchaser and said vendor 9 in response to said submission of said bid...submitting said bid to said purchaser, and 12 program code for processing an interactive bidding **negotiation** between said purchaser 13 and said vendor in response to submission of said bid. 1 305. A method for **procurement** using a computer that communicates over a **network** , the 2 method comprising providing **procurement** suggestions to a purchaser, 4 providing detailed information on an identified product item, service item, or bundle of two or more items selected from a group of product items and **service** items to a **purchaser** to 6 use to identif a selected item, 7 receiving a request from said purchaser...

3 providing detailed information oil an identified product item, service item...submitting said bid to said purchaser, and 12 program code for processing an interactive bidding **negotiation** between said purchaser 13 and said vendor in response to submission of said bid. 1 305. A method for **procurement** using a computer that communicates over a **network** , the 2 method comprising providing **procurement** suggestions to a purchaser, 4 providing detailed information on an identified product item, service item, or bundle of two or more items selected from a group of product items and **service** items to a **purchaser** to 6 use to identif a selected item, 7 receiving a request from said purchaser...

00794338 \*\*Image available\*\*

**APPARATUS FOR AND METHOD OF IMPLEMENTING BUSINESS TRANSACTIONS  
DISPOSITIF ET PROCEDURE DE MISE EN OEUVRE DE TRANSACTIONS COMMERCIALES**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200127840 A1 20010419 (WO 0127840)  
Application: WO 2000US28102 20001012 (PCT/WO US0028102)  
Priority Application: US 99158396 19991012; US 99162098 19991029; US  
2000189463 20000315

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU IL IN IS JP KE KG KP KR KZ  
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG  
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

International Patent Class: G06F-015/30

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 11253

**English Abstract**

An apparatus for and a method of implementing business transactions is provided. In accordance with a preferred embodiment of the invention, buyers and sellers of goods and services are linked together over a network (e.g., the Internet) (14) to facilitate resolution of business transactions (e.g., auctions, negotiations, markets). Transaction owners interface (12) with a transaction server (10) control processing of the business transaction. Bidders (13a, 13b, 13c) desiring to enter into a business transaction with the business transaction owner preferably request recommended or suggested competitive offers (e.g., bid prices) which will allow the bidders to be "active" in the business transaction. In a preferred embodiment, the transaction server can be placed in one of a plurality of different operational modes such as an automatic mode for automatically generating suggested offers. A manual mode of the server allows transaction owners the ability to directly communicate with a bidder to provide manual recommendations or suggestions for competitive offers to be among the "active" winners of the business transaction.

**French Abstract**

L'invention concerne un dispositif et un procede de mise en oeuvre de transactions commerciales. Dans un mode de realisation prefere de l'invention, les acheteurs et les vendeurs de biens et de services sont en liaison via un reseau, tel qu'Internet (14), afin de simplifier la solution de transactions commerciales (p.ex. encheres, negociations, marches). Les proprietaires des transactions sont en interface (12) avec un serveur de transaction (10) traitant les transactions commerciales. Les soumissionnaires (13a, 13b, 13c) souhaitant rentrer dans une transaction commerciale avec le propriétaire correspondant requierent de preference des offres competitives (p.ex. prix bas) recommandees ou suggerees leur permettant d'etre <= actifs > dans ladite transaction. Dans un mode de realisation prefere, le serveur de transaction peut etre mis dans un mode de fonctionnement parmi plusieurs modes differents, tel

qu'un mode automatique permettant de generer automatiquement les offres suggerees. Un mode manuel du serveur permet aux proprietaires des transactions de communiquer directement avec un soumissionnaire afin d'apporter des recommandations ou des suggestions manuelles pour que les offres competitives figurent parmi les gagnants <= actifs >= de ladite transaction commerciale.

Legal Status (Type, Date, Text)

Publication 20010419 A1 With international search report.

Publication 20010419 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... the auction. This eliminates the guessing game that suppliers must often play when bidding on RFQ 's. If a supplier is active at the close of the auction, he will not be pushed further in price, delivery terms, or any other issues. Since the **procurement** event takes place in real time, there will be no waiting period for suppliers to...

...will reduce their sales and marketing costs and the sales cycle since the **NegotAuction Till online procurement** process reduces the need for extensive person to-person **negotiation** .

Screen images from a sample operation of the software are depicted in Figs.

Claim

... bid active 3.3.2.1.2 If working price > = reserve price, system calculates a **requested price** for bid APPENDIX 3.3.3 No price with feasible bid , bidder "**requests price**" 3.3.3.1 Request price = reserve price + NBI bid level price bonuses - bid premium 3.3.3.2 Bidder accepts **requested price**, **bid** becomes active, or rejects and exit 3.4 Manual Mode bid? 3.4. 1.1...

...combination which meets the total quantity. The lowest working price (associated with potentially "beat out" bid " is **compare** to "working price" of this bid. Working price = bid price - NBI bid level price bonuses...

...active 3.5.4.1.2 If working price > = working price of potentially beat out bid , system calculates a **requested price** for bid 3.5.5 No price with feasible bid , bidder "**requests price**" 3.5.5.1 Request price = working price of potentially beat out bid (see delta, 3.5.5.2 Bidder accepts **requested price**, **bid** becomes active, or rejects and exits 4 Auction closes CLAIMS 1. A negotiauction system linking **buyers** and sellers of **goods** and services together over a **network** , wherein the buyers and sellers are participants in a negotiauction transaction formed by a combination of an auction and **negotiation** for desired goods and services utilizing the **network** to communicate offers for sale, purchase, and exchange of the desired goods and services, the...

15/5,K/6 (Item 5 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00785185 \*\*Image available\*\*

SYSTEM AND METHOD FOR PROVIDING CERTIFICATE-RELATED AND OTHER SERVICES  
SYSTEME ET PROCEDURE DE PRESTATION DE SERVICES, NOTAMMENT DE SERVICES  
ORIENTES CERTIFICATION

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200118717 A1 20010315 (WO 0118717)  
Application: WO 2000US24608 20000908 (PCT/WO US0024608)  
Priority Application: US 99153327 19990910

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ  
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ  
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO N2 PL PT RO RU SD SE SG  
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 43837

English Abstract

A system and method for warranting the identity of a party over an  
electronic network is disclosed. The system is based on an operating  
model with five primary parties: a root entity (102), an issuing  
participant (10), a subscribing customer (20), a relying participant (30)  
and a relying customer (40). Communication between parties is secured  
through the use of digital certificates.

French Abstract

L'invention concerne un systeme permettant de garantir l'identite d'un  
interlocuteur relie par un reseau electronique. Le systeme est base sur  
un modele de fonctionnement compose de cinq parties primaires : une  
entite racine (102), un participant emetteur (10), un client souscripteur  
(20), un participant de reference (30) et un client de reference (40).  
Les communications entre les parties sont securisees grace a  
l'utilisation de certificats numeriques.

Legal Status (Type, Date, Text)

Publication 20010315 A1 With international search report.

Fulltext Availability:

Detailed Description

Detailed Description

... example, assume that the end user is a purchasing manager of an entity  
desiring to **purchase** office **supplies** (an employee 110 of a  
subscribing customer 108) and relying customer 40 is an entity...

...to as the 3 5 "seller"). In step 1102, employee I 10 starts up his **web**  
browser and goes to the site of relying customer 40. In step 1104,  
employee I 10 interacts with the **web** site, selecting, for example, the  
supplies he needs. He could also conduct other transactions such as  
submitting an **RFP**, placing an order, **negotiating** a contract, etc.  
When employee I 10 is ready to complete the transaction, he indicates...

...click on a button to indicate that he is ready to submit his order and  
**purchase** the **supplies**. In step 1108, the seller's system may ask  
employee 110 for other information needed...

00785183    \*\*Image available\*\*

SYSTEM AND METHOD FOR PROVIDING CERTIFICATE-RELATED AND OTHER SERVICES  
PROCEDE ET SYSTEME DE PRESTATION DE SERVICES, NOTAMMENT DE SERVICES  
ORIENTES CERTIFICATION

Patent Applicant/Inventor:

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Legal Representative:

RADDING Rory J (et al) (agent), Pennie & Edmonds LLP, 1155 Avenue of the Americas, New York, NY 10036, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200118715 A1 20010315 (WO 0118715)

Application: WO 2000US24606 20000908 (PCT/WO US0024606)

Priority Application: US 99153327 19990910; US 99153370 19990910; US 99153443 19990910

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 43896

English Abstract

A system and method for warranting the identity of a party over an electronic network is disclosed. The System is based on an operating model with five primary parties: a root entity (102), an issuing participant (10), a subscribing customer (20), a relying participant (30) and a relying customer (40). Communication between parties is secured through the use of digital certificates.

French Abstract

La presente invention concerne un systeme et un procede permettant de garantir l'identite d'un interlocuteur relie par un reseau electronique. Ce systeme est fonde sur un modele operationnel comprenant cinq parties primaires: une entite racine (102), un participant emetteur (10), un client abonne (20), un participant de confiance (30) et un client de confiance (40). Les communications entre les parties sont securisees graces a l'utilisation de certificats numeriques.

Legal Status (Type, Date, Text)

Publication 20010315 A1 With international search report.

Publication 20010315 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Fulltext Availability:

Detailed Description

Detailed Description

... example, assume that the end user is a purchasing manager of an entity desiring to **purchase** office **supplies** (an employee I 10 of a subscribing customer 108) and relying customer 40 is an...

...supplies (referred to as the Ccseller"). In step 1102, employee I 10 starts up his **web** browser and goes to the site of relying customer 40. In step 1104, employee I 10 interacts with the **web** site, selecting, for

example, the supplies he needs. He could also conduct other transactions such as submitting an RFP, placing an order, negotiating a contract, etc. When employee 110 is ready to complete the transaction, he indicates...click on a button to indicate that he is ready to submit his order and purchase the supplies. In step 1108, the se Her's system may ask employee 110 for other information...

15/5,K/8 (Item 7 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
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00776155 \*\*Image available\*\*  
INTERNATIONAL TRADING SYSTEM AND METHOD  
SYSTEME ET PROCEDE DE TRANSACTION INTERNATIONALE

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Patent and Priority Information (Country, Number, Date):

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Application: WO 2000US20701 20000728 (PCT/WO US0020701)  
Priority Application: US 99364711 19990730

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ  
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG  
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 11616

English Abstract

A system and method for facilitating transactions involving the sale of goods or services. A standardized product rating system allows the subjective characteristics of a product to be evaluated and objectively rated based on generally accepted levels of quality. The products and factories of suppliers are also evaluated and rated in accordance with the standardized rating system. In one exemplary embodiment, a network of product buyers (104) and suppliers (106) are connected via a computer network. Through remote terminals, buyers submit requests-for-quotes, and suppliers submit bids, both of which specify objective and subjective aspects of a product using the standardized ratings. A network of independent, third-party service providers (108) is also provided. The third-party service providers may place bids, via the computer network, to perform services necessary to execute purchase/sales transactions between the buyer and supplier.

French Abstract

La presente invention concerne un systeme et un procede permettant de faciliter les transactions impliquant la vente de biens ou de services. Selon l'invention, un systeme standardise d'evaluation des produits permet d'évaluer les caracteristiques subjectives d'un produit et de les estimer objectivement sur la base de niveaux de qualite generalement acceptes. Les produits et les usines des fournisseurs sont egalement evalues et estimees conformement au systeme d'evaluation standardise. Dans

un mode de realisation exemplaire, des acheteurs et des fournisseurs de produits sont relies en un reseau via un reseau informatique. Par l'intermediaire de terminaux eloignes, les acheteurs soumettent des demandes de prix et les fournisseurs presentent des offres, en specifiant dans chaque cas les aspects objectifs et subjectifs d'un produit a l'aide des evaluations standardisees. L'invention comprend egalement un reseau de fournisseurs de services tiers independants. Les fournisseurs de services tiers peuvent presenter des offres via le reseau informatique, afin de fournir les services necessaires a l'execution des transactions d'achat/vente entre l'acheteur et le fournisseur.

Legal Status (Type, Date, Text)

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Search Rpt 20010517 Late publication of international search report

Republication 20010517 A3 With international search report.

Fulltext Availability:

Detailed Description

Detailed Description

... are connected via a computer network. Through remote terminals, buyers may submit requests -for-quotes (RFQ 's), which specify both objective as well as subjective aspects of a product using the...

...or offers, which describe their products using the standardized ratings.

Buyers and suppliers may thereby negotiate the purchase and sale of products via the computer network based on objective, mutually-understood descriptions of product quality.

The invention also connects buyers and...

15/5,K/9 (Item 8 from file: 349)

DIALOG(R) File 349:PCT Fulltext

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00750438 \*\*Image available\*\*

**METHODS AND APPARATUS FOR BROKERING TRANSACTIONS**

**PROCEDE ET DISPOSITIF DE COURTAGE TRANSACTIONNEL**

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SCHMIDT Franklin Richard, 2655 43rd Avenue, San Francisco, CA 94116, US

Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200063821 A1 20001026 (WO 0063821)

Application: WO 2000US9180 20000405 (PCT/WO US0009180)

Priority Application: US 99129846 19990416; US 99401119 19990921

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

#### English Abstract

Method and apparatus are described for facilitating a transaction between a buyer and one of a plurality of sellers via the Internet. Product information relating to a plurality of products (Figure 19) meeting product criteria specified by the buyer is presented via the Internet. One of the plurality of sellers is associated with each of the products. A first bid from the buyer (210) for a first one of the plurality of products is made available via the Internet to a first seller associated with the first product. A first bid response (214) is presented via the Internet to the buyer according to response criteria specified by the first seller. Where the first bid response is an acceptance of the first bid, consummation of the transaction is facilitated (220). Where the first bid response is a counteroffer, further negotiation via the Internet between the buyer and the first seller is enabled (258).

#### French Abstract

La presente invention concerne un procede et un dispositif destine a faciliter les transactions entre un acheteur et un ou plusieurs vendeurs via l'Internet. De l'information sur les produits se rapportant a une pluralite de produits (figure 19) repondant a des criteres de produit specifie par le vendeur est presentee via l'Internet. L'un des vendeurs de la pluralite de vendeurs est associe a chacun des produits. Une premiere offre de l'acheteur (210) pour un premier produit de la pluralite de produit est proposee via l'Internet a un premier vendeur associe au premier produit. Une premiere reponse (214) a l'offre est presentee via l'Internet au vendeur en fonction de criteres de reponse specifiques par le premier vendeur. Si la premiere reponse a l'offre est une acceptation de la premiere offre, l'accomplissement de la transaction est favorise (220). Si la premiere reponse a l'offre est une surenchere, il est possible de poursuivre la negociation via l'Internet entre l'acheteur et le premier vendeur (258).

Legal Status (Type, Date, Text)

Publication 20001026 A1 With international search report.

Examination 20010125 Request for preliminary examination prior to end of 19th month from priority date

#### Fulltext Availability:

Detailed Description

#### Detailed Description

... to individual merchants along with quote solicitations via another set of interfaces on the transaction **web** site. From this point, a multi-step **negotiation** between the buyer and each seller may commence (214). The details of such a **negotiation** will be described with reference to Fig. 2a. When a representative of a member merchant logs in to the transaction **web** site using interface 1000 of Fig. 10, currently outstanding **bids** and/or **quote solicitations** are listed according to a filter or filters specified by the merchant (see interface I...

...bids to that particular merchant. The merchant may also filter the list to show only **bids** or **quote solicitations** for certain products. The merchant may also specify that only bids within a certain percentage... representative may use a variety of filters in combination to generate a list of particular **product-buyer** combinations which are currently open. It should be noted that the entries in interface I 100 may also include items saved in buyers' shopping lists for which **bids** or **quote solicitations** have not yet been submitted.

Once the seller selects a product in interface I 100...

15/5,K/10 (Item 9 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
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SYSTEM AND METHOD FOR PROVIDING CERTIFICATION-RELATED AND OTHER SERVICES  
PROCEDE ET SYSTEME DE PRESTATION DE SERVICES, NOTAMMENT DE SERVICES  
ORIENTES CERTIFICATION

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KUPRES Kristin, 16th floor, 140 East 45th Street, New York, NY 10017, US,  
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Legal Representative:

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York, NY 10036, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200048360 A1 20000817 (WO 0048360)  
Application: WO 2000US3550 20000211 (PCT/WO US0003550)

Priority Application: US 99119892 19990212; US 99119958 19990212

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK  
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR  
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ  
TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: H04L-009/32

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 12376

English Abstract

A system for warranting the identity of a party over an electronic network is comprised of a root entity (102) and a plurality of additional entities (104, 106, 108 and 110). Each additional entity (104, 106, 108 and 110) is admitted to the system after agreeing to abide by a plurality of operating rules promulgated by the root entity (102). The additional entities (104, 106, 108 and 110) may comprise level-one participants and level-two participants. Certificate authorities maintained by level-one participants issue digital certificates that bind the customers to their public keys. System customers are also provided with a warranty request formatter which is adapted to formulate a request for a warranty as to the veracity of information contained in a digital certificate. The warranty request formatter is also adapted to transmit the request for the warranty to the customer's level-one participant. The level-one participants maintain an intelligent messaging gateway which is adapted to receive messages from their customers and to transmit messages to appropriate system entities. Warranty offers are issued by the participant that issued the digital certificate identified in the warranty request. The participants are required to maintain collateral with a collateral custodian.

French Abstract

La presente invention concerne un systeme permettant de garantir l'identite d'un interlocuteur relie par un reseau electronique. Ce systeme se compose d'une entite racine (102) et d'une pluralite d'entites additionnelles (104, 106, 108 et 110). Chaque entite additionnelle (104, 106, 108 et 110) est autorisee dans le systeme apres avoir accepte de respecter un certain nombre de regles de fonctionnement edictees par l'entite racine (102). Les entites additionnelles (104, 106, 108 et 110) sont generalement constituees de participants de niveau un et de participants de niveau deux. Les autorites de certification, qui sont

assurees par les participants de niveau un, emettent des certificats numeriques qui lient les clients a leurs cles publiques. Les clients systeme sont egalement pourvus d'un formateur de demande de garantie qui est adapte a la formulation d'une demande de garantie quant a la veracite de l'information contenue dans le certificat numerique. Le formateur de demande de garantie est egalement adapte a l'emission de demande de garantie se rapportant au participant de niveau un du client. Les participants de niveau un font vivre une passerelle de messagerie intelligente qui est concue pour recevoir des messages de leurs clients et emettre des messages a destination d'entites systeme appropriees. Des offres de garantie sont emises par le participant qui a emis le certificat numerique identifie dans la demande de garantie. On demande aux participants de conserver une relation de collateralite avec un messenger collateral.

Legal Status (Type, Date, Text)

Publication 20000817 A1 With international search report.

Examination 20001109 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... supplies (referred to as the "seller").

In step 1102, employee I 10 starts up his web browser and goes to the site of relying customer 40. In step 1104, employee I 10 interacts with the web site, selecting, for example, the supplies he needs. He could also conduct other transactions such as submitting an RFP, placing an order, negotiating a contract, etc. When employee I 10 is ready to complete the transaction, he indicates...

...click on a button to indicate that he is ready to submit his order and purchase the supplies. In step 1108, the seller's system may ask employee 110 for other information needed...

15/5,K/11 (Item 10 from file: 349)

DIALOG(R)File 349:PCT Fulltext

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00734791 \*\*Image available\*\*

SYSTEM AND METHOD FOR PROVIDING CERTIFICATION-RELATED AND OTHER SERVICES  
PROCEDE ET SYSTEME DE PRESTATION DE SERVICES, NOTAMMENT DE SERVICES  
ORIENTES CERTIFICATION

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FREUDENSTEIN Allen, 55 Broad Street, New York, NY 10004, US, US  
(Residence), US (Nationality)

Legal Representative:

RADDING Rory J, Pennie & Edmonds LLP, 1155 Avenue of the Americas, New  
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200048108 A1 20000817 (WO 0048108)

Application: WO 2000US3552 20000211 (PCT/WO US0003552)

Priority Application: US 99119892 19990212; US 99119894 19990212; US  
99119895 19990212; US 99119898 19990212; US 99119958 19990212

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CZ DE DK  
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KK LC LK LR  
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 33783

#### English Abstract

Disclosed is a system for warranting the identity of a party over an electronic network. The system comprises a root entity (104) and a plurality of additional entities (106, 108, 110). Each additional entity is admitted to the system after agreeing to abide by a plurality of operating rules promulgated by the root entity. The additional entities may comprise level-one participants (106) and level-two participants (110). Certificate authorities maintained by the level-one participants issue digital certificates to their customers. The certificates bind the customers to their public keys. System customers are also provided with a warranty request formatter which is adapted to formulate a request for a warranty as to the veracity of information contained in a digital certificate. Warranty offers are issued by the participant that issued the digital certificate identified in the warranty request.

#### French Abstract

La presente invention concerne un systeme permettant de garantir l'identite d'un interlocuteur relie par un reseau electronique. Ce systeme se compose d'une entite racine (104) et d'une pluralite d'entites additionnelles (106, 108, 110). Chaque entite additionnelle est autorisee dans le systeme apres avoir accepte de respecter un certain nombre de regles de fonctionnement edictees par l'entite racine. Les entites additionnelles sont generalement constituees de participants de niveau un (106) et de participants de niveau deux (110). Les autorites de certification, qui sont assurees par les participants de niveau un emettent des certificats numeriques qui lient les clients a leurs cles publiques. Les clients systeme sont egalement pourvus d'un formateur de demande de garantie qui est adapte a la formulation d'une demande de garantie quant a la veracite de l'information contenue dans le certificat numerique. Des offres de garantie sont emises par le participant qui a emis le certificat numerique identifie dans la demande de garantie.

#### Legal Status (Type, Date, Text)

Publication 20000817 A1 With international search report.

Publication 20000817 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Examination 20001109 Request for preliminary examination prior to end of 19th month from priority date

#### Fulltext Availability:

Detailed Description

#### Detailed Description

... supplies (referred to as the "seller").

In step 1102, employee I 10 starts up his web browser and goes to the site of relying customer 40. In step 1104, employee I 10 interacts with the web site, selecting, for example, the supplies he needs. He could also conduct other transactions such as submitting an RFP, placing an order, negotiating a contract, etc. When employee 110 is ready to complete the transaction, he indicates this...

...click on a button to indicate that he is ready to submit his order and purchase the supplies. In step 1108, the seller's system may ask



employee 110 for other information needed...

15/5,K/12 (Item 11 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
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00730864 \*\*Image available\*\*

**METHODS AND APPARATUS FOR BROKERING TRANSACTIONS  
PROCEDE ET DISPOSITIF DE COURAGE TRANSACTIONNEL**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200043851 A2 20000727 (WO 0043851)

Application: WO 2000US1523 20000120 (PCT/WO US0001523)

Priority Application: US 99117118 19990125; US 99265511 19990309

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 19143

**English Abstract**

Methods and apparatus are described for facilitating a transaction between a buyer and one of a plurality of sellers via the Internet. Product information relating to a plurality of products meeting product criteria specified by the buyer is presented via the Internet. One of the plurality of sellers is associated with each of the products. A first bid from the buyer for a first one of the plurality of products is made available via the Internet to a first seller associated with the first product. A first bid response is presented via the Internet to the buyer according to response criteria specified by the first seller. Where the first bid response is an acceptance of the first bid, consummation of the transaction is facilitated. Where the first bid response is a counteroffer, further negotiation via the Internet between the buyer and the first seller is enabled.

**French Abstract**

La presente invention concerne un procede et un dispositif destine a faciliter les transactions entre un acheteur et un ou plusieurs vendeurs via l'Internet. De l'information sur les produits se rapportant a une pluralite de produits repondant a des criteres de produit specifie par le vendeur est presentee via l'Internet. L'un des vendeurs de la pluralite de vendeurs est associe a chacun des produits. Une premiere offre de l'acheteur pour un premier produit de la pluralite de produit est proposee via l'Internet a un premier vendeur associe au premier produit... Une premiere reponse a l'offre est presentee via l'Internet au vendeur en fonction de criteres de reponse specifiques par le premier vendeur. Si la premiere reponse a l'offre est une acceptation de la premiere offre,

l'accomplissement de la transaction est favorise. Si la premiere reponse a l'offre est une surenchere, il est possible de poursuivre la negociation via l'Internet entre l'acheteur et le premier vendeur.

Legal Status (Type, Date, Text)  
Publication 20000727 A2 Without international search report and to be republished upon receipt of that report.

Examination 20001012 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:  
Detailed Description

#### Detailed Description

... to individual merchants along with quote solicitations via another set of interfaces on the transaction **web** site. From this point, a multi-step **negotiation** between the buyer and each seller may commence (214). The details of such a **negotiation** will be described with reference to Fig. 2a. When a representative of a member merchant logs in to the transaction **web** site using interface 1000 of Fig. 10, currently outstanding **bids** and/or **quote solicitations** are listed according to a filter or filters specified by the merchant (see interface 1...

...bids to that particular merchant. The merchant may also filter the list to show only **bids** or **quote solicitations** for certain products. The merchant may also specify that only bids within a certain percentage... representative may use a variety of filters in combination to generate a list of particular **product-buyer** combinations which are currently open. It should be noted that the entries in interface I 100 may also include items saved in buyers' shopping lists for which **bids** or **quote solicitations** have not yet been submitted.

Once the seller selects a product in interface I 100...

15/5,K/13 (Item 12 from file: 349)  
DIALOG(R) File 349:PCT Fulltext  
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00729645 \*\*Image available\*\*

#### INTELLIGENT MULTI-MEDIA MARKET MARCHE MULTIMEDIA INTELLIGENT

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Legal Representative:

BERGSTROM Robert W, Weiss Jensen Ellis & Howard, Suite 2600, 520 Pike Street, Seattle, WA 98101, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200042547 A2 20000720 (WO 0042547)  
Application: WO 2000US1210 20000118 (PCT/WO US0001210)  
Priority Application: US 99232355 19990115

Designated States: AU BR CA CN IN JP KR NO NZ SG

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description  
Claims

Fulltext Word Count: 18188

#### English Abstract

A method and system for providing lists of merchants that provide particular products and services to customers and for receiving and distributing submissions of requests for quotes from customers to

merchants. The system comprises various communications media, centralized servers, and a centralized database that contains merchant and customer information. Customers access the merchant information via a basic transaction and transaction protocol in order to receive a list of merchants that offer any particular product or service. The customer then submits requests for quotes to each of the merchants from the list of merchants through the intelligent multi-media market and receives quotes back either directly from the merchants or through the intelligent multi-media market. The intelligent multi-media market identifies merchants through automated processes. The merchants are not provided exclusivity agreements to participate in the intelligent multi-media market, and may opt out of participation in the intelligent multi-media market at any time.

#### French Abstract

La presente invention concerne un procede et un systeme permettant d'une part de fournir des listes de commercants qui proposent des produits et des services particuliers aux clients, et d'autre part de recevoir et de distribuer des presentations de demandes d'offres emanant des clients, a l'attention des commercant. Ce systeme comprend des media de communications variees, des serveurs centralises, et une base de donnees centralisee contenant des informations relatives aux commercants et aux clients. Les clients accedent aux informations des commercants par un protocole de transactions basique, afin de recevoir une liste des commercants qui offrent des produits ou des services particuliers. Le client soumet alors des demandes d'offres a chacun des commercants de la liste de commercants en passant par le marche multimedia intelligent, et il recoit en retour des offres soit directement des commercants soit par le biais du marche multimedia intelligent. Le marche multimedia intelligent identifie les commercants par des processus automatisees. Les commercant ne sont pas lies par des d'accords d'exclusivite pour participer dans ce marche multimedia intelligent, et ils peuvent refuser de participer au marche multimedia intelligent a n'importe quel moment.

#### Legal Status (Type, Date, Text)

Publication 20000720 A2 Without international search report and to be republished upon receipt of that report.

#### Fulltext Availability:

Detailed Description

#### Detailed Description

... value.

#### Table 4

Type of Shopping Geographical Ease of Offering Tools for Feedback from Reachability Comparable Prices Processing Quotes Customers In-person low fair poor poor Mail limited fair poor poor Telephone limited low poor poor Buying service limited fair poor poor Internet direct limited fair poor poor Internet virtual limited fair poor poor store Internet shopping limited high poor poor agent Internet quote limited fair poor poor aggregators Internet horizontal quote aggregators limited fair poor poor Desired method high high good good Thus, although...

...broadly advertising goods and services, for offering comparative prices, for tools that facilitate processing of requests for quotes and other inquiries from customers, and for tools that facilitate obtaining feedback from customers. Naturally...

15/5,K/14 (Item 13 from file: 349)  
DIALOG(R) File 349:PCT Fulltext  
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00717105 \*\*Image available\*\*  
ELECTRONIC COMMERCE SEARCH, RETRIEVAL AND TRANSACTION SYSTEM  
SYSTEME DE RECHERCHES, D'EXTRACTIONS ET DE TRANSACTIONS POUR LE COMMERCE

# ELECTRONIQUE

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11560, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200030004 A1 20000525 (WO 0030004)

Application: WO 99US26868 19991112 (PCT/WO US9926868)

Priority Application: US 98191564 19981113; US 99289322 19990409

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE

ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 12654

## English Abstract

The invention provides methods and apparatus for implementing electronic commerce applications over the Internet or in other types of computer systems, in a manner which improves conditions for buying and selling for consumers and vendors. An illustrative embodiment is implemented in the form of an e-commerce web site which includes consumer-specific pages each corresponding to a particular consumer, vendor-specific pages each corresponding to a particular vendor, and a processing system which controls communication between the consumer-specific and vendor-specific pages. The processing system includes or otherwise has access to a set of servers and a corresponding set of databases for processing consumer requests. A given consumer request generated at a particular one of the consumer-specific pages is processed by the processing system such that information from one or more vendors associated with the vendor-specific pages can be supplied to the consumer via the consumer-specific page. For example, a vendor without a commerce-enabled web site can register with the system such that information from the vendor is delivered to the consumer as part of, e.g., a product comparison search. In other embodiments, the consumer-specific and vendor-specific pages may each be implemented as separate web sites which interact with the processing system to provide the desired functionality.

## French Abstract

La presente invention concerne des procedes et un appareil permettant la mise en oeuvre d'applications de commerce electronique via l'Internet ou dans d'autres types de systemes informatiques, et ce, de facon ameliorant sensiblement les conditions d'achat et de vente pour les consommateurs et les vendeurs. Une realisation particulierement caracteristique est mise en oeuvre sous la forme d'un site web de commerce electronique qui comprend des pages specifiquement consommateur correspondant chacune a un consommateur particulier, des pages specifiquement vendeur correspondant chacune a un vendeur particulier, et un systeme de traitement qui gere les echanges entre les pages consommateur et les pages vendeur. Le systeme de traitement comporte, ou a acces a, un ensemble de serveurs et a un ensemble correspondant de bases de donnees permettant le traitement des requetes consommateurs. Une requete consommateur particuliere generee au niveau de l'une des pages consommateur est traitee par le systeme de

traitement de facon que l'information provenant d'au moins un vendeur associe aux pages vendeur puisse etre fournie au consommateur via la page consommateur. Par exemple, un vendeur sans site web ouvert au commerce electronique peut se faire connaitre du systeme de facon que l'information en provenance du vendeur soit fournie au consommateur, notamment a l'occasion d'une recherche en comparaison de produits. Selon d'autres realisations, les pages consommateur et les pages vendeur peuvent se mettre en oeuvre chacune independamment sous forme de sites web en interaction avec le systeme de traitement de facon a fournir la fonction souhaitee.

Legal Status (Type, Date, Text)

Publication 20000525 A1 With international search report.

Publication 20000525 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Examination 20010118 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... request for information (RFI) 100, a request for quote (RFQ) 102, and a request for **negotiation** (RN) 104. The RFI 100 is a general request initiated by a buyer that is seeking clarification or suggestions on what model or **product** they should **buy**, e.g., information on products that meet certain requirements. The RFI 100 may be formatted using a supplied form or template, e.g., the **web** form 22 of FIG. 1 as previously described, the maintenance of which may be the...

...or the operator of the e-commerce system 10 and/or processing system 12. The **RFQ** is a request that asks for a price on a specific model or product. It...

File 350:Derwent WPIX 1963-2001/UD,UM &UP=200133  
 (c) 2001 Derwent Info Ltd  
 File 347:JAPIO OCT 1976-2001/Feb(UPDATED 010604)  
 (c) 2001 JPO & JAPIO  
 File 344:CHINESE PATENTS ABS APR 1985-2001/May  
 (c) 2001 EUROPEAN PATENT OFFICE

Set	Items	Description
S1	1994	PROCUREMENT? OR EPROCUREMENT? OR (PROCUR? OR PURCHAS? OR B-ID? ? OR BIDDING OR BUY?)(3N)(GOODS OR SERVICE? ? OR EQUIPMENT OR MATERIALS OR SUPPLIES OR RESOURCE?)
S2	239910	ONLINE OR ON()LINE OR INTERNET OR INTRANET OR EXTRANET OR - NETWORK? OR VPN OR VPNS OR WAN OR WANS OR LAN OR LANS
S3	94658	WEB OR WEBSITE? OR PORTAL? ? OR APPLICATION()SERVICE()PROVIDER? ? OR ASP OR ASPS
S4	289	(REQUEST? OR INVIT? OR SOLICIT?)(3N)(PROPOSAL? ? OR QUOTE? ? OR QUOTATION? OR BID? ?) OR RFP OR RFPS OR ITB OR ITBS OR RFQ OR RFQS
S5	4	S1 AND (S2 OR S3) AND S4
S6	23	(PROJECT? ? OR MULTIPROJECT?)(5)(WORKFLOW? OR (WORK OR PROCESS OR PROCESSES)(2N)FLOW? ? OR LIFECYCLE? OR LIFE()CYCLE? ? OR CONCEPT(1W)COMPLETION)
S7	1546521	PARAMETER? OR SPECIFICATION? OR SPECIFY? OR SPECIFIE? ? OR REQUIRE? OR REQUISITE? OR DETAIL? ?
S8	135966	S7(3N)(PROJECT? ? OR TECHNICAL OR ENGINEERING OR PHYSICAL? OR FUNCTION? OR TEMPORAL? OR TIME? ? OR TIMING OR SCHEDULE? OR GEOGRAPHIC? OR FINANCIAL OR COST?)
S9	11116	(COMPAR? OR EVALUAT? OR REVIEW? OR ANALY?)(3N)(PROPOSAL? ? OR BID? ? OR QUOTE? ? OR QUOTATION? OR RESPONSE? ? OR ALTERNATIVE? OR COST? ?)
S10	4817	NEGOTIAT? OR RENEGOTIAT? OR (MANIPULAT? OR ADJUST? OR MODIFY?)(2N)(PROPOSAL? OR BID? ?) OR (PROPOS? OR SUGGEST?)(2N)(ALTERNATIVE? OR SUBSTITUT? OR CHANG? OR MODIF?) OR ECONOMIES(1W)-SCALE
S11	133	RECONCILIATION? OR RECONCIL?(5N)(INVOICE? OR COST? ? OR EXPENSE? OR PURCHASE()ORDER? ? OR PO OR REQUISITION? OR ACCOUNT? ? OR STATEMENT?)
S12	3	S1 AND S4 AND (S6 OR S8 OR S9 OR S10 OR S11)
S13	3	S12 NOT S5
S14	0	S6 AND S8 AND S4
S15	2	S6 AND S8
S16	2	S15 NOT (S5 OR S13)
S17	6	S6 AND (S4 OR S7)
S18	4	S17 NOT (S5 OR S13 OR S16)

5/7/1 (Item 1 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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013415635 \*\*Image available\*\*

WPI Acc No: 2000-587573/200055

On-line telecommunications market place and search engine where user views, compares and buy vendors items and obtains news, information and proposals on latest products using virtual RFP

Patent Assignee: TELEZOO.COM CORP (TELE-N)

Inventor: SHAMS E; VED R

Number of Countries: 089 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200055787	A2	20000921	WO 2000US6648	A	20000315	200055 B
AU 200033981	A	20001004	AU 200033981	A	20000315	200101

Priority Applications (No Type Date): US 99267660 A 19990315

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200055787 A2 E 28 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200033981 A G06F-017/60 Based on patent WO 200055787

Abstract (Basic): WO 200055787 A2

NOVELTY - A system and unique process (search capability, database normalization, and like for like comparisons) for presenting information in the telecommunications field in a number of categories from various vendors (102) and able to place orders on-line. Vendors can change and edit there data base (100) of information by accessing a password protected page.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for a method of matching vendors with users desiring a service or product via an Internet-based web site.

USE - For obtaining information and buying telecommunications products or services on-line.

ADVANTAGE - All information related to telecommunications can be found, e.g. products, services, system solutions, requests for proposals, posted tenders, financing plans (for vendors), news related to investments, telecommunications, regulations, product news, job postings, telecom and networking companies, educational materials, and able to purchase products.

DESCRIPTION OF DRAWING(S) - The figure shows a high level illustration of the input process where the customer in this case is a vendor who wishes to add to their product/service line. Where vendor logs in via the Internet and has sole access and control over their partition within the database.

Vendor (102)

Internet (110)

Database (100)

pp; 28 DwgNo 1/25

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

5/7/2 (Item 2 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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013240591 \*\*Image available\*\*

WPI Acc No: 2000-412465/200035

Customized goods bidding in Internet, involves selecting high ranked bid from bids received from vendors and informing selected bid to

buyer who approves selected vendor bid and another vendor

Patent Assignee: GINDLESPERGER W A (GIND-I)

Inventor: GINDLESPERGER W A

Number of Countries: 082 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200033223	A1	20000608	WO 99US28187	A	19991130	200035	B
AU 200021594	A	20000619	AU 200021594	A	19991130	200044	

Priority Applications (No Type Date): US 99110248 A 19991129; US 98110248 A 19981130

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200033223 A1 E 79 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

AU 200021594 A G06F-017/60 Based on patent WO 200033223

Abstract (Basic): WO 200033223 A1

NOVELTY - The job data received from the buyer (6) and record received from vendors (8) are compared to identify qualified vendors for the price bid quoted by buyer. A solicitation is sent to the qualified vendors and based on response for solicitation, the vendors are ranked based on bid price. The high ranked vendor data is output to buyer who approves the selected and another vendor.

DETAILED DESCRIPTION - The vendor records includes vendor identifier and vendor capability data. The job data of buyer includes buyer identifier data and job descriptor data representing custom job for which buyer bids. After selecting the vendor, it is notified to other vendors along with the ranking order. An INDEPENDENT CLAIM is also included for the system for competitive bidding by vendors.

USE - For marketing customized goods such as print jobs e.g. envelopes, snap sets, labels, rolled labels, magazines/booklets and for digitally mastered information medium e.g. CD, DVD.

ADVANTAGE - Quality control of products is enhanced as poor quality and un-timely vendors are removed in collection stage of vendor information itself. By the pooling of vendor information, buyer can obtain benefits of competitive bidding based on contribution, pricing and enhancing administrative productivity, production quality and contract compliance.

DESCRIPTION OF DRAWING(S) - The figure shows the flow diagram of the bidding communication system.

Buyer (6)

Vendor (8)

pp; 79 DwgNo 1A/15

Derwent Class: T01

International Patent Class (Main): G06F-017/60

5/7/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012389279 \*\*Image available\*\*

WPI Acc No: 1999-195386/199917

Recording medium for electronic purchase of construction material - receives estimated reply data produced at trustee in response to request for quotation data sent to trustee, that is finally displayed

Patent Assignee: OHBAYASHI GUMI KK (OHBA )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 11039388	A	19990212	JP 97213989	A	19970724	199917	B



Priority Applications (No Type Date): JP 97213989 A 19970724

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes  
JP 11039388 A 10 G06F-017/60

Abstract (Basic): JP 11039388 A

NOVELTY - The **request** for **quotation** data with which the desired estimation content is written in, are displayed on a display and are transmitted to a trustee via a modem and a communication **network**. Then, the estimated reply data produced at the trustee are received and displayed in the same format used for displaying **request** for **quotation** data.

USE - For storing program **materials** related to electronic purchase of construction **materials** such as concrete, formwork panel, deck plate, steel pipe.

ADVANTAGE - Desired **materials** are **purchasable** quickly at proper price. Labor required for office process can be saved. Enables to perform simultaneous transmission to several trustees. DESCRIPTION OF DRAWING(S) - The diagram shows the flow chart of the program recorded by recording medium.

Dwg.1/8

Derwent Class: T01

International Patent Class (Main): G06F-017/60

5/7/4 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011479792 \*\*Image available\*\*

WPI Acc No: 1997-457699/199742

Computerised quotation system for buying and selling goods and services - uses request for quotation information made by buyer and broadcast by central processing unit to all relevant service providers

Patent Assignee: GIOVANNOLI J (GIOV-I)

Inventor: GIOVANNOLI J

Number of Countries: 070 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9733215	A2	19970912	WO 97US3501	A	19970218	199742 B
AU 9720696	A	19970922	AU 9720696	A	19970218	199804

Priority Applications (No Type Date): US 96603906 A 19960222

Cited Patents: No-SR.Pub

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 9733215 A2 E 35 G06F-000/00

Designated States (National): AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IL IS JP KE KG KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG UZ VN

Designated States (Regional): AT BE CH DE DK EA ES FI FR GB GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG

AU 9720696 A G06F-013/00 Based on patent WO 9733215

Abstract (Basic): WO 9733215 A

The computerised system forms a computer-based communications **network** of **network** members inclusive of **network** buyers and/or **network** vendors for processing **requests** for **quotation** for goods and services through at least one central processing unit including operating software for controlling the central processing unit. A storage element contains identification of the **network** members. **Network** buyers are able to generate a **request** for **quotation** of goods and/or services.

The **request** for **quotation** is transmitted to the central processing unit. A filter element filters the **network** members stored to determine which members are to receive the **request** for **quotation** based on filter conditions set up by the **network** buyer in the **quotation request** or by the central processing unit in accordance

with preestablished conditions. The **quotation request** is broadcast to selected **network** members. The response is either a direct response from the selected **network** members or a list of the relevant **network** members for the generator of the request so that he may establish independent communication.

ADVANTAGE - Makes process of locating goods very easy, even over large geographical distances such as between countries. Creates opportunity for buyers to relate to vendors without rigid structure operating through centralised computer data base as required by existing methods.

Dwg.4/8

Derwent Class: T01

International Patent Class (Main): G06F-000/00; G06F-013/00

International Patent Class (Additional): G06F-019/00

13/7/1 (Item 1 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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012673480 \*\*Image available\*\*  
WPI Acc No: 1999-479587/199941

**Acquiring commodities whilst managing costs involved e.g. for industry;  
business and nonprofit organizations**

Patent Assignee: RUFFE L J (RUFF-I)

Inventor: RUFFE L J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
AU 9894178	A	19990617	AU 9894178	A	19981127	199941 B

Priority Applications (No Type Date): AU 97643 A 19971201

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
AU 9894178	A		40	G06F-017/60	

Abstract (Basic): AU 9894178 A

NOVELTY - The method involves determining what commodities are to be procured and identifying for each one the specifications and the amount of the commodity that is to be procured in a given time period. A cost tracking system, an executive commodity report (ECR) and a supplier determination list (to identify at least one potential supplier) are then developed.

DETAILED DESCRIPTION - The method further involves establishing a set of sourcing parameters which is to be used in making a selection of suppliers and then preparing a **request for quotations (RFQ)** for each commodity which is to be purchased. For each commodity, obtaining from each potential supplier a quotation giving prices, terms and conditions of supply; also **analyzing the quotations** received from potential suppliers against the set of sourcing parameters for selecting suppliers. On the basis of the **analysis of quotations** a supplier can be chosen.

USE - For managing costs involved when acquiring commodities; e.g. for industry; business and nonprofit organizations

ADVANTAGE - Provides structured methodology for managing the **procurement** of commodities similar to that used in manufacturing industry for managing actual consumption of commodities, in order to minimize costs.

DESCRIPTION OF DRAWING(S) - The drawing shows a flow diagram of the commodity acquiring method.  
pp; 40 DwgNo 1/15

Derwent Class: T01

International Patent Class (Main): G06F-017/60

13/7/2 (Item 2 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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012029692 \*\*Image available\*\*  
WPI Acc No: 1998-446602/199838

**Competitive bidding service centre system for routing information from service centres to end users e.g fax transmission - service centres competitively bid for rights to service particular call by assigning it to service centre which can service call at lowest possible cost**

Patent Assignee: DIALOGIC CORP (DIAL-N)

Inventor: FROMM L; TAYLOR J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5790642	A	19980804	US 95430564	A	19950428	199838 B
			US 95547641	A	19951024	

Priority Applications (No Type Date): US 95547641 A 19951024; US 95430564 A 19950428

Patent Details:

Patent No	Kind	Lan	Pg	Main	IPC	Filing	Notes
US 5790642	A		12	H04M-015/00		CIP of application	US 95430564

Abstract (Basic): US 5790642 A

The system includes service centres (101-104). Each service center includes serving requests. The requests are required by an end user of the telecommunications systems in a **specified time period**. The determination unit determines which service center of the service centres can service each of the requests at an optimum value of a predetermined parameter. The requesting unit requests that each service unit submit a **bid** indicative of a value of the predetermined parameter at which the service center can service each of the request. The calculator unit calculates the bid based upon the time the particular request is to be serviced and a value of a predetermined parameter at which each service center can service the particular **request** and **compares bids** calculated by the **service** centres. The servicing unit services each of the request from the service center which can service each of the requests at the optimum value.

USE- Power stations could competitively bid for the opportunity supply power to a particular location.

ADVANTAGE- It services calls at lowest possible cost.

Dwg.1/4b

Derwent Class: W01

International Patent Class (Main): H04M-015/00

13/7/3 (Item 3 from file: 350)

DIALOG(R) File 350: Derwent WPIX

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011354464 \*\*Image available\*\*

WPI Acc No: 1997-332371/199730

**Resources allocation method in distributed computer database - involves rejecting All those of bid combinations whose constituent bids include requests for one or more of computers resources in excess of corresponding maximum allocation levels for those computer resources**

Patent Assignee: SUN MICROSYSTEMS INC (SUNM )

Inventor: HARDY N; HIBBERT C T; MILLER M S; TRIBBLE E D

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5640569	A	19970617	US 95431021	A	19950428	199730 B

Priority Applications (No Type Date): US 95431021 A 19950428

Patent Details:

Patent No	Kind	Lan	Pg	Main	IPC	Filing	Notes
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US 5640569	A		13	G06F-013/366			
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Abstract (Basic): US 5640569 A

The method involves transmitting to an arbiter bid slates from one of a users (requesters) requesting use of specified portions of the computer resources. At least a number of the bid slates includes a number of bids, each bid in each bid slate represents a **requested** set of resources, composing a specified subset of the number of computer resources, and a **bid** price. Data representing a maximum allocation level for each of the number of computer resources are stored.

**Analysis** combinations of **bids** from the bid slates are selected. All those of the bid combinations whose constituent **bids** include **requests** for one or more of the computers resources in excess of the corresponding maximum allocation levels for those computer resources are rejected. A non-rejected bid combination that includes bids which place highest value on use of the number of computer resources is selected as a winning bid combination.

ADVANTAGE - Preserves integrity of each diverse **goods** bid .

Provides efficient and fair system and method for allocating computer

resources.

Dwg. 6/6

Derwent Class: T01

International Patent Class (Main): G06F-013/366

International Patent Class (Additional): G06F-015/76

16/7/1 (Item 1 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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013576312 \*\*Image available\*\*

WPI Acc No: 2001-060519/200107

**Workflow management providing method for online commercial service in computer network, involves forwarding translation object data to translator, based on receiver request by initiating automated bidding process**

Patent Assignee: TRADOS GMBH (TRAD-N)

Inventor: HUMMEL J; KNYPHAUSEN I

Number of Countries: 089 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200057320	A2	20000928	WO 2000EP595	A	20000126	200107 B
AU 200024401	A	20001009	AU 200024401	A	20000126	200108

Priority Applications (No Type Date): US 99317979 A 19990525; US 99125078 A 19990319; US 99303499 A 19990430

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200057320 A2 E 70 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200024401 A G06F-017/60 Based on patent WO 200057320

Abstract (Basic): WO 200057320 A2

NOVELTY - An automated bidding is initialized for specific translation object data. Object data is fed to translator based on translation request, and completed translation is electronically delivered to destination. Fulfillment database is interrogated to determine **parameters** for translation **project** and it is determined if any previously completed projects are available as resource in connection with the object.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for the workflow management system.

USE - For online commercial services like supervised contract bidding, electronic product delivery, payment in computer network e.g. internet for hospitals, universities, contractors.

ADVANTAGE - Reduces the effort **required** to complete **project**, by integrating work pre-processing capability with **workflow** management system and eliminates the need to retranslate previously translated work, and also the time by automatically converting the dates into target text.

DESCRIPTION OF DRAWING(S) - The figure shows workflow management system.

pp; 70 DwgNo 1/13

Derwent Class: T01

International Patent Class (Main): G06F-017/60

16/7/2 (Item 2 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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007549192 \*\*Image available\*\*

WPI Acc No: 1988-183124/198826

**Distributed management support system for software manager - has host computer extracting information from databases to obtain information indicative of development activity of life cycle**

Patent Assignee: BELL COMMUNIC RES (BELL-N)

Inventor: KRET M A

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 4751635	A	19880614	US 86852622	A	19860416	198826 B
CA 1265874	A	19900213				199014

Priority Applications (No Type Date): US 86852622 A 19860416

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 4751635	A		41		

Abstract (Basic): US 4751635 A

Separate, on-line software support systems provide the execution environment for the system. Each support system provides data that reflects one or more aspects of a **life cycle** of a development project. This data is stored in separate databases associated with each support system. Periodically, the host computer extracts information from each of these support system databases to obtain data indicative of development activity for various phases of the **life cycle** of the software system. The extracted information is used to update a relational database. At any time, a manager situated at a work station can formulate queries into the relational database.

The work station, through a work station/host communications interface, initiates a host session, and then loads the queries into the host computer. The host, in turn, executes these queries and down loads the query results into the work station. Then the manager approp. analyses and interprets those query results at the work station. The communications interface ensures that the host session remains substantially transparent to the manager.

**ADVANTAGE** - Frees manager of need to learn host logen procedure and operating system, hence minimising managerial **time** and effort **required** to obtain desired information.

Derwent Class: T01

International Patent Class (Additional): G06F-015/16

18/7/1 (Item 1 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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013193846

WPI Acc No: 2000-365719/200031

Apparatus for drying and deagglomerating wet, clumpy, caked, pasty sticky  
and/or gelatinous materials, comprises an injector and classifying means

Patent Assignee: ECO TECHNOLOGY INC (ECOT-N); ECOTECHNOLOGY INC (ECOT-N)

Inventor: FLAHERTY J R; GEHRING B P

Number of Countries: 089 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200026593	A1	20000511	WO 99US26038	A	19991102	200031 B
AU 200016066	A	20000522	AU 200016066	A	19991102	200040
EP 1097344	A1	20010509	EP 99958772	A	19991102	200128
			WO 99US26038	A	19991102	

Priority Applications (No Type Date): US 99329980 A 19990610; US 98106927 A 19981103

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200026593 A1 E 50 F26B-017/10

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN  
CR CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR  
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG  
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200016066 A F26B-017/10 Based on patent WO 200026593

EP 1097344 A1 E F26B-017/10 Based on patent WO 200026593

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT  
LI LT LU LV MC MK NL PT RO SE SI

Abstract (Basic): WO 200026593 A1

NOVELTY - An apparatus for drying and deagglomerating wet, clumpy, caked, pasty, sticky and/or gelatinous materials, comprising an injector, and means for classifying, by size and density, material expressed from the injector, is new.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (1) sludge drying apparatus, comprising
  - (a) an elongate conduit with upstream and downstream ends;
  - (b) means for driving gas through the conduit at high speed;
  - (c) means for loading sludge into the conduit;
  - (d) means for flash-drying shredded sludge, at the downstream end;

and

- (e) means for classifying shredded sludge, at the downstream end;
- (2) sludge drying apparatus, comprising
  - (a) an elongate conduit with upstream and downstream ends;
  - (b) means for driving gas through the conduit at high speed,located at the upstream end;
- (c) means for loading sludge cake into the conduit adjacent to, but downstream of, the gas driver;
- (d) means for creating a low-pressure gas zone at the downstream end; and
- (e) means for classifying shredded sludge, downstream of the gas zone;
- (3) sludge drying apparatus, comprising
  - (a) an approximately 40 feet long conduit with an 8-inch inside diameter, having upstream and downstream ends;
  - (b) means for loading sludge into the upstream end;
  - (c) means for driving motive gas through the conduit at approximately 1000-4000cfm, at approximately 2-6psi; and
  - (d) a, downstream end, flash duct approximately 10 feet long with an approximately 18-30 inch inside diameter, the downstream end of the conduit projecting coaxially into the duct;
  - (4) sludge drying apparatus, comprising



- (a) a pneumatic friction dryer;
- (b) a flash duct dryer; and
- (c) a ring dryer;
- (5) a method for separating entrained fluid from agglomerated particulate solid matter, comprising
  - (a) driving agglomerated particulate solid matter with entrained fluid, through an elongate conduit with high-speed gas, to substantially deagglomerate the solid matter; and
  - (b) expressing the matter from the downstream end of the conduit, into a contained gas zone at a lower pressure and higher temperature than the conduit, causing the entrained fluid to be vaporized and carried away by the gas;
  - (6) a method for drying sludge, comprising
    - (a) driving sludge through an elongate conduit with high-speed gas, to shred and partially dry the sludge;
    - (b) directing the sludge through a low-pressure duct; and
    - (c) classifying the sludge by particle size, and the amount of remaining moisture; and
  - (7) a method for introducing agglomerated material into a ring dryer for drying, comprising
    - (a) driving agglomerated material through an elongate conduit with a high-pressure motive gas, until the material is partially deagglomerated; and
    - (b) expressing the material from an end of the conduit, into a low-pressure zone having heated gas flowing through it.

USE - The apparatus and methods are used for drying and deagglomerating wet, clumpy, caked, pasty, sticky and/or gelatinous sludge (claimed). The apparatus can be used in industries such as those which produce food, and beverages, paper and pulp, fertilizer, animal products, mined ores and minerals, and cement.

ADVANTAGE - Due to the high shredding effectiveness of the pneumatic friction-drying, shredding conduit of the novel apparatus, the gas volume used in the deagglomerator tubes of the ring dryer is greatly reduced, or may even be eliminated. The apparatus does not require the addition of conditioning compounds, such as ferric chloride, or lime, during processing. The apparatus only allows low heat transfer to the biosolid, keeping volatile organic compound emissions to a minimum.

pp; 50 DwgNo 0/7

Derwent Class: C04; D13; D15; F09; L02; Q76  
International Patent Class (Main): F26B-017/10

18/7/2 (Item 2 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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011824127 \*\*Image available\*\*

WPI Acc No: 1998-241037/199821

**Computer-implemented method for producing orthogonal graph drawing - involves placing node at each centre of its neighbours such that incident edges have equal length, and re-centring node by removing and re-centring**

Patent Assignee: SAWYER SOFTWARE TOM (SAWY-N)

Inventor: BIEDL T C; MADDEN B P; TOLLIS I G

Number of Countries: 021 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9815918	A1	19980416	WO 97US17914	A	19971009	199821 B

Priority Applications (No Type Date): US 96729234 A 19961009

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 9815918	A1	E	67 G06T-003/20	

Designated States (National): ID JP SL YU

Designated States (Regional): AT BE CH DE DK ES FI FR GB GR IE IT LU MC  
NL PT SE

Abstract (Basic): WO 9815918 A

The method for producing an orthogonal graph drawing (409) is designed for nodes of arbitrarily high degree (433,437,441) and involves incrementally adding one node at a time, such that no specific demands are put on node ordering (437). Nodes can be removed (441) and added (437) again without destroying any invariant.

Nodes are added such that the edge lengths are kept small (419) and neighbourhoods are preserved. The drawing grows equally in both horizontal and vertical directions.

USE - Interactive, high-degree orthogonal graph layout, for use visualising network topologies, database designs, **project** schedules, **work flows**, re-engineering diagrams etc.

**ADVANTAGE** - Avoids imposing artificial structure, and does not require planarity.

Dwg.1/27

Derwent Class: T01

International Patent Class (Main): G06T-003/20

International Patent Class (Additional): G06T-003/40

18/7/3 (Item 3 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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008682106

WPI Acc No: 1991-186125/199126

**IC engine spark plug electrode - has individual components combined by press tool to provide blank with required material sequence**

Patent Assignee: BOSCH GMBH ROBERT (BOSC)

Inventor: BRENDICK V; FRANK W; HUBERT H; NOACK R; POHL K; TREIBER J;

HUMBERT H; POHL K D; HURBERT H

Number of Countries: 024 Number of Patents: 017

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 3941649	A	19910620	DE 3941649	A	19891216	199126 B
WO 9109438	A	19910627				199128
AU 9170430	A	19910718				199142
CS 9006165	A	19910813				199146
CN 1052577	A	19910626				199214
EP 505368	A1	19920930	EP 90916240	A	19901113	199240
			WO 90DE864	A	19901113	
BR 9007920	A	19921006	BR 907920	A	19901113	199245
			WO 90DE864	A	19901113	
HU 60876	T	19921028	WO 90DE864	A	19901113	199249
			HU 921991	A	19901113	
JP 5502751	W	19930513	JP 90515117	A	19901113	199324
			WO 90DE864	A	19901113	
AU 638540	B	19930701	AU 9170430	A	19901113	199333
US 5310373	A	19940510	WO 90DE864	A	19901113	199418
			US 92856061	A	19920508	
CN 1024876	C	19940601	CN 90106052	A	19901213	199530
EP 505368	B1	19960207	EP 90916240	A	19901113	199610
			WO 90DE864	A	19901113	
DE 59010125	G	19960321	DE 510125	A	19901113	199617
			EP 90916240	A	19901113	
			WO 90DE864	A	19901113	
ES 2083465	T3	19960416	EP 90916240	A	19901113	199623
SK 278875	B6	19980408	CS 906165	A	19901211	199824
CZ 285181	B6	19990616	CS 906165	A	19901211	199929

Priority Applications (No Type Date): DE 3941649 A 19891216

Cited Patents: DE 3433683; GB 2172223; US 2955222

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

DE 3941649 A 11

WO 9109438 A

Designated States (National): AU BR HU JP KR SU US

Designated States (Regional): AT BE CH DE DK ES FR GB GR IT LU NL SE

EP 505368 A1 G 28 H01T-021/02 Based on patent WO 9109438

Designated States (Regional): DE ES FR GB IT SE			
BR 9007920	A	H01T-021/02	Based on patent WO 9109438
HU 60876	T	H01T-021/02	Based on patent WO 9109438
JP 5502751	W	H01T-021/02	Based on patent WO 9109438
AU 638540	B	H01T-021/02	Previous Publ. patent AU 9170430
US 5310373	A	10 H01T-021/02	Based on patent WO 9109438
EP 505368	B1 G	16 H01T-021/02	Based on patent WO 9109438
Designated States (Regional): DE ES FR GB IT SE			
DE 59010125	G	H01T-021/02	Based on patent EP 505368
			Based on patent WO 9109438
ES 2083465	T3	H01T-021/02	Based on patent EP 505368
SK 278875	B6	H01T-013/39	Previous Publ. patent CS 9006165
CZ 285181	B6	H01T-021/02	Previous Publ. patent CS 9006165
CN 1024876	C	H01T-021/02	

Abstract (Basic): DE 3941649 A

The electrode is made from individual components for a corrosion resistant outer mantle (31') a high thermal conductivity core (33') and a fire-resistant zone (32'). These components are combined by a **flow pressing process** to obtain a blank which is machined to provide a head (51) and a central electrode section (16) which **projects** into the combustion chamber.

A blind bore is formed in the mantle component on the side facing the press die into which the fire-resistant component is fitted, the components fitted into the reception bore of the press cylinder in a prescribed axial order. The base of the pressed blank is removed to reveal the **required** component sequence.

USE - For high performance ic engine. (11pp Dwg.No.6/20)

Abstract (Equivalent): EP 505368 B

The electrode is made from individual components for a corrosion resistant outer mantle (31) a high thermal conductivity core (33') and a fire-resistant zone (32'). These components are combined by a **flow pressing process** to obtain a blank which is machined to provide a head (451) and a central electrode section (16) which **projects** into the combustion chamber.

A blind bore is formed in the mantle component on the side facing the press die into which the fire-resistant component is fitted, the components fitted into the reception bore of the press cylinder in a prescribed axial order. The base of the pressed blank is removed to reveal the **required** component sequence.

USE - For high performance ic engine.

(Dwg.1/1)

EP-505368 Method for producing spark plug electrodes (16, 18) which have an essentially tubular shell (31', 117) made from corrosion-resistant material, have a core (33', 118) bounded by the shell and made from a material of high thermal conductivity, in addition have an erosion-resistant region (32', 115) arranged on the combustion-chamber side of the core, and are formed by means of joint impact extrusion of the initial parts consisting of the previously mentioned materials the starting part (33, 65) for the core, which has a round circumference, facing the punch (49) of the impact extrusion die (41) and the initial part (31, 61) for the shell, which likewise has a round circumference, facing the impact extrusion opening (45), and at least the initial part (31, 61) for the shell bearing with its circumferential surface against the wall of the accommodating bore (43) of the impact extrusion die (41) characterised by the following method steps; a) Protection of a blind bore (34, 62) in the top side (35, 67) pointing towards the punch (49) of the impact extrusion die (41) of the initial part (31, 61) for the shell, b) insertion of the initial part (32, 64) provided for the erosion-resistant area (32', 115) into the blind bore (34, 62) of the initial part (31, 61) for the shell, c) Arranging of the initial part (33, 65) for the core above the initial part (32, 64) of the erosion-resistant region (32', 115), d) inserting the initial parts in a described axial arrangement into the accommodating bore (43) of the impact extrusion die (41), e) impact extrusion of the initial parts located one on top of the other to produce an electrode blank (50, 110), and f) Separation of the floor

(54, 113), on the combustion-chamber side from the electrode blank (50, 110), in such a way that the material (32', 115) following on the connection side is exposed.

(Dwg.1/20)

Abstract (Equivalent): US 5310373 A

The electrode (16), according to the invention, of the spark plug is assembled from a number of initial parts: an initial part for a corrosion-resistant shell (31'), an initial part for a core (33') of high thermal conductivity, and an initial part for an erosion-resistant region (32'). These initial parts are jointly impact-extruded to form an electrode blank which is formed into the centre electrode (16) by machining its head (51) and its region on the combustion-chamber side.

Electrodes which are especially highly stressed are given a fourth initial part, which is also to be impact-extruded, consists of highly erosion-resistant material and is still arranged on the combustion-chamber side in front of the erosion-resistant region (32'). The electrode (16) can be used as a centre electrode (16), but can also be used, if necessary, as an earth electrode after an embossing and bending process.

USE/ADVANTAGE - For mfg spark plug electrodes. Permits good accessibility of fuel vapour/air mixt to spark gap of spark plug.

Dwg.12/20

Derwent Class: P51; X22

International Patent Class (Main): H01T-013/39; H01T-021/02

International Patent Class (Additional): B21C-023/22; H01H-001/00;  
H01T-013/20

18/7/4 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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008261795 \*\*Image available\*\*

WPI Acc No: 1990-148796/199020

Adjusting die shape in continuous casting machine - by measuring thermal movement in die for computing required release of die pressure before die shape is adjusted

Patent Assignee: VOEST ALPINE AG (VEOS ); DEUT VOEST-ALPINE IND ANL GMBH (VEOS ); VOEST ALPINE IND ANLAGEN GMBH (VEOS )

Inventor: EIDINGER H; SCHEURECKE W; SCHEURECKER W

Number of Countries: 003 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 3838010	A	19900510	DE 3838010	A	19881109	199020 B
CA 2002407	A	19900509				199027
US 4960165	A	19901002	US 89433312	A	19891108	199042
DE 3838010	C2	19930318	DE 3838010	A	19881109	199311
US 4960165	B1	19940222	US 89433312	A	19891108	199408

Priority Applications (No Type Date): DE 3838010 A 19881109

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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DE 3838010	C2		4	B22D-011/04	
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US 4960165	B1			B22D-011/04	
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Abstract (Basic): DE 3838010 A

The rectangular die consists of two short side pieces clamped between to longer sides. The strain on the short side pieces is measured during casting, and before the movement of the side pieces to vary the shape of the die, the longer sides are moved apart so as to form a predetermined gap (0.1 to 0.3mm) between the die elements. The strain measurement is used in a computer to calculate the movement of the longer side walls which is required to form the desired gap.

USE/ADVANTAGE - This invention is used in continuous casting machines with variable die cross-section. The release of the longer die side wall pressure in such machines must be carefully controlled to prevent excessive wear on the die elements or escape of the molten metal. This invention allows this process to be accurately controlled

so that a smooth adjustment of the die without undesirable side-effects is achieved. (3pp Dwg.No.1/2

Abstract (Equivalent): DE 3838010 C

Mould formed is varied during continuous casting by movement of broad mould sides producing a gap to allow the narrow sides to be re-positioned, before reclamping. During the start-up, thermal variations of length of the narrow sides in the direction of clamping force are measured until operating condition is reacted. Before adjustment, the actual spacing of the broad sides is determined from length changes and a target spacing is computed, to which the sides are moved. ADVANTAGE - Gap between broad and narrow sides is formed according to actual conditions.

(Dwg.1/2)

Abstract (Equivalent): US 4960165 A

Continuous casting mould for steel is adjusted during casting in an arrangement of long side walls (2,3) in a water tank support frame (1) and narrow end walls (8), the latter having threaded spindles coupled to a drive (11). Tie rods (13) **project** through support plates (6,7) of long side walls and are connected to hydraulic actuator pistons (14), with springs (17) generating a clamping force for side walls (2,3) against end walls (8). Thermal elongations parallel to tie rod axes are detected by a sensor (18) which is part of a control device (15), continuously monitoring piston positions (14) to regulate hydraulic fluid **flow**. ADVANTAGE - Casting **process** is unaffected by normal fluctuations.

(4pp

Derwent Class: M22; P53

International Patent Class (Main): B22D-011/04

International Patent Class (Additional): B22D-011/16

File 267: Finance & Banking Newsletters 2001/Jun 13  
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 File 268: Banking Info Source 1981-2001/Jun W2  
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 File 625: American Banker Publications 1981-2001/Jun 15  
 (c) 2001 American Banker  
 File 626: Bond Buyer Full Text 1981-2001/Jun 15  
 (c) 2001 Bond Buyer

Set	Items	Description
S1	26117	PROCUREMENT? OR EPROCUREMENT? OR PURCHASING OR (PROCUR? OR PURCHASE? OR BID? ? OR BIDDING OR BUY?) (3N) (GOODS OR SERVICE? ? OR EQUIPMENT OR MATERIALS OR SUPPLIES OR SCHEDULE() BASED OR RESOURCE?)
S2	1129	S1(S) (PROJECT? ? OR MULTIPROJECT? ?)
S3	96260	ONLINE OR ON() LINE OR INTERNET OR INTRANET OR EXTRANET OR - NETWORK? OR VPN OR VPNS OR WAN OR WANS OR LAN OR LANS
S4	24878	WEB OR WEBSITE? OR PORTAL? ? OR APPLICATION() SERVICE() PROVIDER? ? OR ASP OR ASPS
S5	217	S2(S) (S3 OR S4)
S6	33257	(MATERIALS OR RESOURCE? ? OR GOODS OR SERVICE? ? OR EQUIPMENT OR SUPPLIES) (3N) (MANAG? OR ALLOCAT? OR REALLOCAT? OR ASSIGN? OR REASSIGN?)
S7	3116	WORKFLOW? OR (WORK OR PROCESS OR PROCESSES) (2N) FLOW? ? OR - LIFECYCLE? OR (LIFE OR PROJECT? ?) (2N) CYCLE? ? OR CONCEPT(1W) - COMPLETION
S8	35792	S6 OR S7
S9	152572	PARAMETER? OR SPECIFICATION? OR SPECIFY? OR SPECIFIE? ? OR REQUIRE? OR REQUISITE? OR DETAIL? ?
S10	13564	S9(3N) (PROJECT? ? OR TECHNICAL OR ENGINEERING OR PHYSICAL? OR FUNCTION? OR TEMPORAL? OR TIME? ? OR TIMING OR SCHEDULE? OR GEOGRAPHIC? OR FINANCIAL OR COST?)
S11	11653	S9(3N) (GATHER? OR COLLECT? OR SPECIFY? OR SPECIFIE? OR INPUT? OR ENTER?)
S12	23092	S10 OR S11
S13	22312	(REQUEST? OR INVIT? OR SOLICIT?) (3N) (PROPOSAL? ? OR QUOTE? ? OR QUOTATION? OR BID? ?) OR RFP OR RFPS OR ITB OR ITBS OR RFQ OR RFQS
S14	8865	(COMPAR? OR EVALUAT? OR REVIEW? OR ANALY?) (3N) (PROPOSAL? ? OR BID? ? OR QUOTE? ? OR QUOTATION? OR RESPONSE? ? OR ALTERNATIVE? OR COST? ?)
S15	86647	NEGOTIAT? OR RENEGOTIAT? OR (MANIPULAT? OR ADJUST? OR MODIFY?) (2N) (PROPOSAL? OR BID? ?) OR (PROPOS? OR SUGGEST?) (2N) (ALTERNATIVE? OR SUBSTITUT? OR CHANGE? OR MODIFY?) OR ECONOMIES(1W) - SCALE
S16	2649	RECONCILIATION? OR RECONCIL? (5N) (INVOICE? OR COST? ? OR EXPENSE? OR PURCHASE() ORDER? ? OR PO OR REQUISITION? OR ACCOUNT? ? OR STATEMENT?)
S17	0	S5 AND S8 AND S12 AND S13 AND S14 AND S15 AND S16
S18	2	S5 AND S8 AND S12 AND S13 AND (S14 OR S15 OR S16)
S19	1	S18 NOT PY>1999
S20	1	S19 NOT PD=>991001
S21	22	S5(S) S8 AND (S12 OR S13 OR S14 OR S15 OR S16)
S22	16	S21 NOT (PY>1999 OR S20)
S23	13	S22 NOT PD=>991001
S24	12	RD S23 (unique items)
S25	7	S5(S) S13(S) (S14 OR S15 OR S16)
S26	4	S25 NOT (PY>1999 OR S20 OR S24)
S27	4	S26 NOT PD=>991001
S28	4	RD S27 (unique items)
S29	2	SURETRAK OR SURE() TRAK OR PROJECT() PLANNER(S) PRIMAVERA
S30	2	S29 NOT (PY>1999 OR S20 OR S24 OR S28)
S31	2	S30 NOT PD=>991001
S32	2	RD S31 (unique items)
S33	1	WELLOGIX OR WELLBID OR ENERSECTION
S34	0	S33 NOT PY>1999

20/3,K/1 (Item 1 from file: 268)  
DIALOG(R)File 268:Banking Info Source  
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00359715 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The battle is joined**

Leuchter, Miriam

US Banker, v109, n4, p70-72+, Apr 1999 DOCUMENT TYPE: Journal Article

LANGUAGE: English RECORD TYPE: Abstract Fulltext

WORD COUNT: 02498

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...ABSTRACT: the horizon came about a year ago, when the federal General Services Administration (GSA) first **solicited** banks to **bid** on its 5-year card contract, with 5 one-year renewals down the road. American...  
... using eight different cards into a so-called one-card program. A dozen banks had been **invited** to **bid** on the business, and Citi beat five rivals for the contract.

(Illustration Omitted)

(Illustration Omitted...

...signal that change was on the horizon came a year ago, when the GSA first **solicited** banks to **bid** on its five-year card contract, with five one-year renewals down the road. AmEx...to make a purchase of up to \$100,000 on the card. That means staggering **economies of scale** for the banks. The average transaction on a government purchasing card is more than \$400...

...the feds will be able to skip the interchange fees. That's because the contract **specifies** that funds that never leave the U.S. Treasury-as when one branch of the...

...purchasing, where employees can shop for the best prices and pay for goods and services **on -line**. He and many others in the industry see "B-to-B" electronic commerce as far...

...highly touted consumer market. U.S. Bank's goal is to have several significant such **projects** up and running before the end of the year. [For the implications of electronic bill...

...G International Inc. and Siemens-manufactured microchips to ensure that users paid the company's **negotiated** rates on hotel rooms and car rentals. More than 2,500 Siemens employees were issued...virtually all of the administrative processes surrounding the cards are the same," says Bill Wimsatt, **manager** of accounting **services** in GM's Enterprise Activities Group, the company's shared services division. "I, as a...

24/3,K/1 (Item 1 from file: 267)  
DIALOG(R)File 267:Finance & Banking Newsletters  
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04553770

**Premium Payoffs From Cross-Selling When Firms Combine Mergers pegged to cross-selling across customer bases need strong muscle to fulfill the goals of the deal.**

Mark N. Clemente & David S. Greenspan  
Mergers & Acquisitions Journal

August 1,1999 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 2970

RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...arrival of an "interloper."

An arena where cross-selling has defied established norms is the **Internet**. As buying over the **Internet** has become more common, cyberspace marketers have focused their efforts on cross-selling and up...

...base file to fuel future marketing efforts.

But until more of the world moves toward **online** buying, interpersonal cross-selling will remain the standard in the areas of consumer products, finance...over the medium term. But assigning priorities to customers based on the likelihood of their **purchasing** the merged firm's most profitable products and services is an impactful, high-potential, near...in development, make sure that product-related information is available on the merged company's **web** site as soon as possible.

Launching image advertising based on the new brand strategy. Effective...

...media planning) springs from the merged firm's distinct branding strategy. Large-scale mergers create **enterprises** that **require** distinctive brand personalities. Differentiating the new firm's products from competitors' offerings requires development of...

...financial services. Citigroup then can support its customer base through each phase of the investor **life cycle** - offering a foundation of financial planning and then working with the client through various stages of the **life cycle**, such as college funding, insurance coverage, and retirement planning.

Invariably, training will be necessary to...as part of broader integration initiatives. Trust can be engendered by a strong focus on **networking** and interaction among individuals sharing resources, such as client names. Bringing salespeople together from each side of the acquisition and giving them common **projects** can be an invaluable step toward the success of trust-building. At this stage, it...

24/3,K/2 (Item 2 from file: 267)  
DIALOG(R)File 267:Finance & Banking Newsletters  
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04553465

**GETTING UP TO SPEED ON STATE TAX FORMS Texas And California Shave Days Off Turnaround Times**

ITEM PROCESSING REPORT

July 15, 1999 G RE VOL: 10 ISSUE: 14 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH

WORD COUNT: 1276

RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...Texas State Comptroller and the California Employment Development Department (EDD) are in the midst of **projects** transforming the way they process taxes. The



revamped **workflows** use the latest technology for everything from opening the mail to optical character recognition (OCR)...

...85 million a day," says Bruce Lechner of Unisys, which has managed the California EDD **project** for the last two years. "The mail comes in at 5 a.m., and we...  
...even months. That means states earn money on the increased float, Farrington explains.

The Texas **project** started about three years ago, when state officials learned about equipment that could create microfilm...rejecting a first round of bids from vendors who didn't seem to understand the **project**'s scope, Blazich says. State officials discovered Radian on the Internet and requested a **proposal** because the firm had completed similar **projects**.

From Months To Days

California's EDD still is testing parts of its new system...

...and time for an agency that collects \$20 billion a year, says Cindy Short, deputy **project** manager at EDD.

The Unisys system automates the processing, data capture, storage and retrieval of...big savings for the state, which was good for Unisys. The contract was an "alternate **procurement**," which stipulates the state will pay for the system out of any savings it realizes...

24/3,K/3 (Item 3 from file: 267)  
DIALOG(R)File 267:Finance & Banking Newsletters  
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04551734

Cover Story, He who dares wins

Project Finance

June 10, 1999

PAGE: 20, 023 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH

WORD COUNT: 3435

RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...first hit the financial markets, many are wondering what has happened to the many infrastructure **projects** planned and more importantly to the sponsors hoping to develop them. Have **project** sponsors gone the way of some lenders and just left Asia in search of new...

...countries?

Of course not.

While sponsors are not flocking into a series of new greenfield **projects**, they are finding other ways to make money. Indonesia may be all but off the map for **project** financiers, but there are other countries, that are fast emerging as promising areas for investment.

Says Brian Cahill of Moody's Investors Service in Sydney: "Some existing **projects** have clearly had a lot of difficulties because of the economic decline, the classic examples...

...But two years after the Asian crisis Cahill emphasizes that far from flying the nest, **project** sponsors are still finding long-term investment opportunities. "We haven't really seen any of...

...is happening is that many of the biggest sponsors are mopping up equity in troubled **projects**, acquiring stakes in utilities at, what they perceive to be, discounted rates and lying low...

...continue to be exclusively focused in Asia. In 1998 we signed financing for three major **projects**. But what we are seeing more of since the crisis is a shift away from greenfield **projects** and more of a marked movement into acquisitions and privatisations." Consequently the company is looking...financial institutions suffered a severe blow from the downturn, is considering public-private finance-type **projects**. Sithe Asia recently opened an office in Tokyo and is monitoring the government's deregulation...

...even  
Mongolia.

#### Unburdening your risk

But if acquisitions are providing one form of return for **project** sponsors, there are other ways that the large foreign developers are hoping to make money out of **projects**. Some **project** sponsors are also buying into existing deals. Says Moody's Cahill: "They are injecting capital into **projects** that are already one third to two thirds built, rather than new greenfield **projects**. Recent deals to do this in Thailand include Edison Mission Energy in Tri Energy and..."

...Generation."

Says Mitchell Silk, a partner at law firm Allen & Overy in Hong Kong: "Some **project** sponsors that have a different overall portfolio have had to ease up on their cash crunches and they are doing this by selling off their **project** portfolio or by selling down a stake of the equity." This is good news for the sponsor that wants to invest in the long-term. Sponsors enter the **project** after construction, when one of the key risks has disappeared.

Chris Rushton, a partner and head of Asian **projects** and banking at law firm Allen & Overy in Singapore, says that Asia is still enticing...

...blue-chip companies. He says that 30% to 40% of his work involves restructuring existing **projects** and in that process he is seeing a lot of the larger companies taking a stake in partially completed **projects**. "Companies such as BG and Shell are still very active and they are seeing this period as a time of opportunity," says Rushton. "So they are still investing out here."

**Purchasing** utilities or taking equity stakes at a reduced cost is one way of building your portfolio, but where does that leave **project** finance? In one sense it is just the first step to establishing a foothold in when the market does return. As Sithe's Giraudo says: "It's easier to **project** finance existing assets because there is no construction risk." Furthermore, financing acquisitions can be done on a non-recourse basis. Says Ashley Wilkins, managing director and head of **project** finance at SG in Hong Kong: "The two are not exclusive. You can do **project** finance for acquisitions. And this is where a lot of the market will go over..."

...so."

But even if sponsors are pursuing many more acquisitions financings, which could lead to **project** financings later, there

are still single greenfield **projects** to be developed. China has proved a fruitful ground for **project** development in the past few years with a series of deals signing in 1997 and 1998 including Laibin B, Shandong and Meizou Wan . Financing for the San Roque power deal signed last year and San Pascual is expected...

...Bank in Hong

Kong says that his bank is involved in a number of straight **project** financing transactions in the region but he sees Australia as a stronger bet than for...

...the bar chart from Capital DATA's ProjectWare shows (see page 23), the number of **project** finance deals to sign in Asia has dropped year on year since the crisis. The...

...Barclays Capital in Hong Kong: "The financing market is still relatively illiquid especially for syndicated **project** finance loans." The effects of financial turmoil coupled with an increasing number of bank mergers has done much to dent funding sources (see cover story, **Project** Finance, March 1999). According to Wall, Barclays has responded to the financial turmoil not by...

...but by widening the level of activity. "We do not have a separate and distinct **project** finance group but people in our group also work on acquisitions, private equity and other...  
...been learnt. "People lost touch with the basic tenets of lending and not just in **project** finance." But he adds: "conditions are slowly starting to improve. Lenders are just warier of..."

...risk insurance is required and it should mean more balance remuneration against the risks and **resource allocation**."

Getting to grips with tariffs in China

Surprisingly some sponsors are less bullish about China...the Chinese government on new power deals have scuppered plans by some to pursue further **projects** in the region and, twinned with the financial uncertainty and the lack of liquidity in...

...But despite Ruccius's outlook on China, he does add that all of AES's **projects** in the country are making money.

Those sponsors that are already at an advanced stage of **negotiations** with the government are not pulling out either. Since Asia is confident that lenders will...

...a lot of focus on the water sector." Silk, who recently advised on the Chengdu **project** in the country, says that official statistics for growth show compelling reasons for companies such...Philippines for privatized water assets.

Who's missing out?

All the evidence is that foreign **project** sponsors stand to gain from the financial turmoil and are laying the ground work for...

...the lenders doing? The absence of the Japanese banks has contributed to the illiquidity in **project** finance syndications. But even this is balancing out.

In the past year or so, a small, and admittedly not flourishing, secondary market has emerged trading **project** finance loans.

According to a source, most of the Japanese banks have been forced to...  
...their loans in the secondary market to reduce their portfolios and this has included some **project** finance loans. Although it is unclear who is buying the loans at a reduced price...

...change.  
Perhaps India could provide that hope.

The case of India

Many lenders reeled from **project** finance deals in Asia towards the end of 1997 and into 1998, one of the...

...the first countries to lead the recovery in Asia. In the past month, India's **project** finance fortunes have been further lifted by the signing of the country's flagship deal...

...pull out of this deal. We are a very persistent company. We believed in the **project** and we felt that this was the right market to invest in. And unlike some...  
...sponsors Bechtel and GE  
Capital Structured Finance have been brave to pursue such an ambitious **project** against the odds. Dabhol's financing, in common with many of India's independent power...

...has suffered at the hands of the country's high bureaucracy. Stage I of the **project** was delayed by over a year when the newly elected Maharashtra government took issue with the **project**'s approvals. With many of the banks poised to finance the deal, the **project** eventually signed in December 1996. Stage II, while not caught up in the same level what it knew to be a good **project** in Dabhol, gives an indication of the strategy many of the other large power sponsors...

...senior lenders and export credit agencies on the deal: "Dabhol bodes well for the Asian **project** finance market generally. Financing has been put together at a time when the rest of..."

...economic crisis and with many lenders displaying a significant aversion to Asia generally and to **project** financing." But Pande adds that there is a sense that the Asian turmoil has "bottomed..."

...a period of years - of one to two or three years - where demand to develop **projects** will either not be there or will be below what is anticipated. But in the...

...Electricity Board (MSEB) has the option to purchase 30% of the second phase of the **project** from Enron.

In phase one of the **project** the ownership structure was the same, although MSEB has since purchased a 30% stake from...

...of LNG from Oman and Abu Dhabi.

Enron first started looking at the Dabhol power **project** in 1992. Says Joe Sutton, chairman and CEO at Enron International in Houston: "We had..."

...fuel supply on the west coast of India we decided that we would develop the **project** in two stages." Consequently stage one of the **project**, which

signed at the end of 1996 with syndication taking place at the beginning of...Canara Bank, Bank of America, Development Bank of Singapore and Credit Lyonnais

- \$60 million in **project** finance loans provided by Opic
- \$433 million export credit loan arranged and provided by Jexim...

24/3,K/4 (Item 4 from file: 267)  
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04551352  
**COMPANY PROFILE: VERAMARK**  
INSIDE BILLING  
May 28, 1999 G 90 VOL: 1 ISSUE: 5 DOCUMENT TYPE: NEWSLETTER  
PUBLISHER: PHILLIPS BUSINESS INFORMATION  
LANGUAGE: ENGLISH WORD COUNT: 1309 RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...quo using new marketing and customer care models.  
Billing systems, once "owned" by finance and **network** operations, are now increasingly being woven into multi-departmental marketing, customer retention and customer satisfaction initiatives.

New operators vs incumbent carriers

In many ways, the world of emerging **network** operators and competitive service providers is little different from that of the largest carriers. Accurate...  
...bill production is a mission-critical application to both. Understandable, unified billing statements for multiple **network** services is a necessity for both. Open interfaces with interconnection and **reconciliation** systems are mandatory to both.

The "people crisis" is a reality for both. There are...

...and experience of call centre supervisors must be distilled and packaged in the form of **online** tutorials and knowledge repositories.

Technology marches forward

At one time, even smaller, regional carriers relied...

...service environments of today's carriers. Adding wireless support to software designed to support fixed **networks** presents one level of complexity.

Fully integrating the provisioning, event record collection, rating, and billing...

...billing and customer care system. Initially deployed in 1996, VeraBill is successfully operating in diverse **network** topologies throughout Europe, Africa, the Americas and Asia-Pacific countries.

Key ingredients in the VeraBill...

...easy-to-define and easy-to-deploy service plans and significant scalability for fast growth **networks**.

In addition to supporting multiple languages (English, French, German, Spanish, Russian and Norwegian) VeraBill also...for many operators to purchase separate modules. Major VeraBill components include mediation, rating, provisioning, customer **management**, **service** definition, **network equipment**, charge & code inventory, payment processing, accounting

support, billing and invoice production.  
VeraBill is being used...

...the United States, Paraguay, Albania, Nigeria and American Samoa also use VeraBill. VeraBill supports fixed **network**, Tetra and frame relay carriers in the Netherlands, Uzbekistan, Antigua, Norway, the Philippines and Portugal.

#### Scalability and fast growth

Many new telecom operators are achieving dramatic **network** and subscriber growth rates by combining aggressive, nimble pricing strategies, innovative marketing and ultra-responsive...

...and in about 18 months grew to more than 400,000 subscriber access lines.

#### Implementation services

Many VeraBill **purchasers** are new market entrants. Often, a considerable portion of their financial resources has been invested...

...s billing professionals will coordinate the implementation of VeraBill systems, working closely with the **network** operator to customise reports, bill formats, screen dialogues, documentation and **workflows**.

In many other cases, a leading systems integrator will perform these functions. These firms often provide specialised software services including integration with enterprise **resource management** systems. They also work closely with Veramark to support new languages and to adapt VeraBill to meet local regulatory and legal specifications.

There is no "typical" VeraBill implementation plan. Each **project** is managed to specifically match the unique requirements of each operator's **network**, service mix, customer base, regulatory environment and legacy system conversion considerations. Speed of system deployment...critical moment of initial system activation.

#### Continuing development

The dramatic growth of electronic commerce, particularly **Internet** commerce using **Web** technology, is changing how many telecom carriers interact with their customers, their suppliers and their **network** operations staff. Electronic bill presentment and payment and **Web**-based customer self-care are gaining in popularity not just in North America, but also...

24/3,K/5 (Item 5 from file: 267)  
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04547011

#### SMART CARD QUARTERLY

EFT REPORT

March 24, 1999 90 VOL: 22 ISSUE: 6 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH

WORD COUNT: 3742

RECORD TYPE: FULLTEXT

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#### TEXT:

...their operating systems, fostering interoperability.

"Both Visa and Citibank are excited about working on the **project**," she says.

That may be so, but some observers see a divorce brewing.

It's...

...their unhappiness with Visa in the U.S.A.," he says. "If the rumor of **negotiating** a more favorable assessment rate [with MasterCard] is true, then why ...Microsoft, its operating system represents about 3 to 4 percent of the cost on a **project**. The rest is hardware, applications and system integration. So we need partnerships to have these...

...two most interesting pilots are Merrill Lynch, which involves secure log-ins to their corporate **networks** for their trusted global advisers, and the Veterans Administration, which is doing patient admitting. Then...

...or a hospital or wherever people are supporting the technology - or you could access a **Web** site and download new applications.

SCQ: Would they need some type of card reader at home?

DUSCHE: Yes. Since we started this **project**, the cost of readers has decreased from \$200 to \$20 a piece because they're...

...think it's the intention then to have smart cards become the preferred method for **purchasing** over the **Internet** using these devices?

DUSCHE: I don't think Microsoft has a need ...Microsoft announced its entry into smart cards in October 1998. Previously, he was the industry **manager** for financial **services** at Microsoft, serving on the Corporate Advisory Board of the National Bankers Association as well...this is more appealing than a regular cell phone because it's easier for the **network** providers to keep track of dialed-out calls.

The consumer benefits because there are greater...

...million to 1,100 million;

- \* banking and retail: from 130 million to 250 million;
- \* multimedia (**Internet**): from 40 million to 60 million;
- \* identification: from 20 million to 50 million;
- \* health care...specific

items scanned at a point-of-sale device. Coupons can be issued via an **Internet** site, kiosks or instore devices, say company officials. The U.S. patent is an extension...

...is updated

following treatment. (Mark Iverson, DataCard, 612/988-1763.) n

In Search Of Mobile **Internet** Services. Nokia Corp. [NOK/A] is organizing a wireless industry **project** designed to explore and evaluate applications for mobile **Internet** services. The **project**, sponsored by Sun Microsystems Inc. [SUNW], will focus over the next year on open-standard, end-to-end solutions based on the wireless applications protocol (WAP). The **project** will seek to: further the development of "push" information services delivered to subscriber terminals; come up with an easy-to-use payment mechanism for facilitating **online** ordering and payment of goods and services; enhance the security features of subscriber identity module...

...French developer of smart cards, will supply the

SIM cards to be used in the **project**, according to Nokia. GSM operators Sonera Ltd. of Finland and Omnitel Pronto Italia SpA of...to assemble

a series of prototype systems to enable individuals and organizations to identify themselves **online** and keep personal communications private. (David Birch, Consult Hyperion, +44 148/330-1793; Lorna Williamson...

24/3,K/6 (Item 6 from file: 267)  
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04542131

**Islamic Finance, Islamic windows of opportunity**

Project Finance

November 10, 1998 PAGE: 26, 028 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH

WORD COUNT: 3259

RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

...showing an increasing interest in Islamic finance. With the rapid development of new financial instruments, **project** finance deals are more likely to happen, but some problems need to be solved first...

...new financial instruments and new attempts to make Islamic finance a reasonable alternative to conventional **project** finance.

According to some estimates, there are about 100 institutions dealing with some form of simply talk about doing them."

**Islamic project finance**

**Project** finance is compatible with the principles of Islamic economics from a religious and philosophical point...

...typical of the Islamic institutions in their early years of operation.

The development of Islamic **project** finance depends on the ability of Islamic financing institutions to raise longer term funds. Iqbal...

...out of Islamic financial institutions' ability to originate, structure and document increasingly complex transactions." (see **Project Finance**, October 1998, p.40)

There are several similarities between **project** finance and certain types of Islamic financings. One of them lies in the risk-sharing principles, as lenders in a **project** finance transactions have an interest in the successful completion and cashflows of the **project**. And infrastructure finance is perceived by Islamic bankers as an important social responsibility, because it can create value and it can contribute to the construction of socially indispensable facilities.

Islamic **project** finance has developed in two directions. Islamic banks can be involved in a **project** financing structured entirely with Islamic instruments, or - this is more often the case - a conventional **project** finance deal that contains an Islamic tranche. The Equate **project** in Kuwait, funded in 1996 and refinanced in 1997, has been the largest of its...

...Asia.

Among the most recent deals is a \$3 million syndicated lease for a telecommunications **project** in Pakistan. Saudi Oak Leasing arranged in September 1998 a facility for the build-out of Pakistan Mobile Telecommunication's - a joint venture between



-  
Motorola and Saif Telecom - mobile **network** . A similar financing package of \$15 million has also been arranged for Sui Southern Gas.

Malaysia has made the greatest progress in applying Islamic financing techniques to **project** finance deals, because it has addressed the problem of divergent interpretations of the Shariah in...

...of its Islamic banking industry.

In the Middle East, ANZ is arranging a \$77 million **project** financing for the Bakri Group to construct two chemical tankers, that will be chartered by...the same, overused instruments. But "Islamic financial institutions are moving up the learning curve in **project** finance", says King & Spalding's Salah.

Most of the agreements that lead to a **project** finance transaction fall under the category of mudaraba, the instrument used for syndicated deals. In other instances, such as power-purchase agreements, the contract between the **project** company and the power supplier can be structured under a salam contract, as long as the time of the contract, the amounts and the time of delivery are clearly **specified** in advance and that the sale is guaranteed with certainty. Istisna can also be used, as long as it **specifies** all the **details** on price, quantity and quality of the goods in full detail. In the case of...

...utility and the producer.

Bonds are usually forbidden, but Islamic scholars are increasingly tolerant towards **project** bonds if the rate of return is tied to the cashflows of the **project** and if the **project** is strictly isolated from others. For example, a Jordanian governmental institution has issued in the...first listed Islamic closed-end fund for medium-term asset finance, including leasing, primarily for **projects** in the Middle East, north Africa, central Asia, Pakistan and southeast Asia. The bank is also studying the possibility of setting up a **project** finance fund that will be acceptable for Islamic investors.

The World Bank is also devoting...

...asset and liabilities in banks' portfolios that has so far enabled them to invest in **projects** with a duration of less than five years. In addition, countries such as Iran and...

...this system.

According to Matloob Khan, head of Islamic finance at KFH in Kuwait (see **Project** Finance, October 1998, p.40), another issue is whether Islamic banks will be able to...

...from central banks and other banks.

Will they be successful in packaging attractive baskets of **project** finance assets in fund structures palatable to investors?

There is not a consensus among scholars...

...problems. "There isn't always a uniform approach," admits Syed Tariq Husain, head of global **project** finance at ANZ in London. Sometimes different Shari'ah committees have divergent opinions on the compliance...development. In

the wake of the Asian crisis it is unlikely that new high-leveraged **project** financing deals will come to the market soon and a more important role could be...

...the tenets of Islam.

But there might be positive implications for the development of Islamic **project** financings. Kings & Spalding's Salah says: "As conventional banks have become more cautious because of...

...led to an increasing interest in the structuring of Shariah-compatible deals that fit the **project** financing **requirements**, such as Equate. "And the banks with Islamic windows are often the real pioneers and...Quran and the Sunnah - the actions and sayings of Mohammed. Among other rules, the Shariah **specifies** rules on the **allocation** of **resources**, property rights, production and consumption, and a framework for the operation of a monetary and...

...predetermined. Losses are borne by the financier.

Muqarada: Technique that enables Islamic banks to float **project** bonds.

Financiers take a share of profits and share the risk inherent to the **project**. Their position is similar to that of a non-voting shareholder.

Murabaha: Also defined as...

...short-term financing, accounting for more than 75% of Islamic finance transactions. The Islamic bank **buys** **equipment**, fuel or raw material and sell them to the **project** company at a mark-up and on a deferred-payment basis.

Musharaka: Similar to a...

24/3,K/7 (Item 7 from file: 267)  
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04538317

**Gadzooks! - The super LBO players increasingly are those that are expanding their reach into new product lines or geographic regions**  
Erica Copulsky  
Investment Dealers Digest  
August 17, 1998 DOCUMENT TYPE: NEWSLETTER  
PUBLISHER: SECURITIES DATA PUBLISHING  
LANGUAGE: ENGLISH WORD COUNT: 5053 RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...the more inclusive private equity business, investing at just about every level of the corporate **lifecycle** and capital structure, from early- to mid-stage conceptual businesses to later-stage corporate buyouts...of State James Baker III and former budget director Richard Darman, Carlyle capitalizes on a **network** of influential friends and advisers that helps it find good deals outside the auction circuit...contacts will no doubt figure prominently in this international effort too. Indeed, Carlyle has a **network** of 250 global limited partners in 50 different countries, whose investments account for roughly half...real estate operating companies, such as Simon DeBartolo Group Inc., and make investments in developmental **projects**.

The ultimate goal of a private equity firm is to differentiate itself so that it...LBO shop. The firm looks to generate annualized returns in excess of 20% over a **life cycle** of five, seven, or sometimes even ten years.

A hallmark for the private equity shop...on deals. In fact, of the firm's five investments in 1998, three were exclusive **negotiations**. The remaining two began as auctions but ended up being exclusive. Both companies-North American...has already taken hold. It has begun to make inroads there, such as its recent **purchase** of the building **materials** business of Thyssen AG in June. The firm is also planning to open a London ...

24/3,K/8 (Item 8 from file: 267)  
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04537971

**Asian power, Blame the banks**

Project Finance  
August 10, 1998 PAGE: 31, 034 DOCUMENT TYPE: NEWSLETTER  
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS  
LANGUAGE: ENGLISH WORD COUNT: 2919 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

**TEXT:**

**Project** financiers are blaming economic volatility for the drop in signed power deals in Asia. But...

...place are unravelling in front of their eyes.

In Vietnam the Phu My II power **project** looks set to be delayed. The government has put back selection of the preferred bidder. Raising finance for this and other Vietnamese **projects** will be hard. And no debt will be raised without export credit agency or multilateral support.

In Indonesia the Paiton I and II **projects**, deals that at the time broke new ground with their financing, now look not so...

...imposition of sanctions and a poorly received budget from the new government have made power **project** financing even tougher to achieve, although sponsors and banks are still achively engaged in the...

...will be watching with interest how the Water and Power Development Authority behaves over the **renegotiation** of tariffs for its independent power **projects**.

The country's premier private power group - the \$1.5 billion Hub Power Company - is...

...ability to repay its \$1 billion of debt.

In addition to this, one planned power **project** in Pakistan has been cancelled and a further eight have been served notice for alleged...  
...More than currency problems

But those financiers and advisers blaming the problems that Asian power **projects** now face solely on currency devaluations are missing the point.

Mistakes they have made have the power-purchase agreement (PPA) - the basic underpinning of all power **project** financings in Asia. These agreements have been under threat during the past few months and...

...robustness of such agreements waning there will be few banks willing to lend to power **projects**.

Too much power

Most of the **projects** financed over the past couple of years are also based on the forecasts of high...

...for the next few years some countries are facing predicted excesses of supply as these **projects** come online .

In Indonesia for example, GDP for first half of 1998 fell by 12.23% against...

...company, told the Indonesian parliament in early July that the Paiton I and II power **projects** already under construction in eastern Java could be delayed as PLN already faces overcapacity and...

...to be learned is the danger of structuring mismatched currency exposures and flows into a **project** financing. This is a particularly vital lesson for power financiers and sponsors. The typical characteristic...

...to be dollar flows.

As such, the majority of deals in Asia financed in the **project** finance bank market over the past few years have had domestic currency earnings exposure coupled...

...hindsight this mismatch danger is obvious. But it is worth remembering that when banked, these **projects** were exposed to currencies which were widely regarded as fairly valued and, more importantly, stable...

...long-term solution to avoiding currency risk (aside from expensive hedging programmes) is to fund **projects** in debt denominated in the same currency as the **project**'s revenues. "Without doubt we will see more and more domestic debt in the business," says Oliver Kuan, associate director of Asian **project** finance at Deutsche Bank in Hong Kong.

But this is easier than it sounds. Not...in the market, worry over their market share of lending and arranging international debt for **projects** . But another concern for power finance being funded domestically is the heavy capital expenditure needed for **equipment purchases** - much of which is foreign-sourced. At least some debt will need to be internationally...

...is the capacity among domestic debt markets to fund the needs of Asian countries' power **projects** .

Playing god  
Looked at in this way banks should not blithely blame currency volatility for...

...the situation regionally unless you want to be especially glib," says one Hong Kong-based **project** financier.

"Now to get anywhere in this business you need to look very carefully at...

...the Philippines offer sponsors a glimmer of hope (see box).

The market for Asian power **projects** that everyone is pinning their hopes on is China.

China - an insulated economy

Of the...

...all  
generating enterprises into companies, using more clean-coal  
technology and giving priority to hydropower **projects**.

China can also provide some local currency funding. The first  
time Chinese banks lent on a limited-recourse basis to a domestic  
power **project** was in 1997, when China Construction Bank and China  
State Development Bank provided \$230 million Renminbi equivalent  
to a **project** at Hefei City in Anhui Province.

China's large state banks are refocusing on commercial...

...been eased. The  
four banks in China that are expected to figure prominently in  
domestic **project** finance - Agricultural Bank of China, China  
Construction Bank, China State Development Bank and Industrial &  
Commercial...

...Asia. Despite difficult market  
conditions two big deals - Shandong Gungzhou (\$2.2 billion) and  
Meizhou Wan (\$775 million) - have raised a large amount of  
limited-recourse debt.

And in the first round of syndication for the Shandong Guangzhou  
**project** Chinese banks provided about \$820 million of debt on a  
limited-recourse basis led by China Construction Bank and  
Shandong International Trust & Investment Corporation. The  
**project** consists of the construction of three coal-fired power  
plants - Heze II, Liaocheng and Shiheng...

...a banker in Hong Kong: "The Chinese banks have not yet grown  
fully accustomed to **project** finance but they are learning  
fast."

Sponsors, developers and governments must be hoping that foreign...

...1997 to adopt a managed  
currency float system could have seriously damaged the  
independent power **project** (IPP) programme the country had been  
working towards over the previous few years. Before the...

...from sponsors and  
financiers. Initial calls for bids on the first round of Thai  
power **projects**, for example, was heavily oversubscribed with more  
than 30 bidders submitting about 50 proposals. These...  
...700MW)  
and Union Energy (1,400MW).

However, much of the debt finance for the seven **projects** was to  
be offshore dollar-denominated debt. Following the devaluation  
the deals looked unbankable with their existing economics. But  
after **negotiations** with Electricity Generating Authority of  
Thailand (Egat), the state agency responsible for the programme,  
a number of measures such as tariff adjustment mechanisms were  
introduced, which helped link **project** costs more closely with  
dollar debt.

These efforts along with innovative ...Energy closed the \$427.5 million  
and Bt750  
million (\$17.8 million) financing for its **project** in July. The  
deal is the first such **project** financing to close in the country  
since the Bhat devaluation in July last year.

The 700MW Tri Energy gas-fired combined cycle power **project** in

Thailand's Ratchaburi province is the first independent power project financing to close in 1998. Arrangers are BoT-Mitsubishi, Bayerische Landesbank, Credit Suisse First Boston...  
...credit with a two-year tenor post completion has been provided by Citibank and NationsBank.

Project sponsors are Edison Mission Energy (25%), Texaco Global Gas (37.5%) and Banpu Public Company...

...mid 2000 and will be one of the lowest cost electricity generators in Thailand. The project's power will be sold under a 20-year power purchase agreement to Egat. Tri...

...much larger, deal is also making progress - the \$1.2 billion Union Power Development Company project in Prachuap Kiri Khan. Fuji and Sanwa are thought to be arranging the project's debt. Jexim may provide up to \$400 million in debt for the project, half of which will be a co-financed tranche with commercial banks. Nordic Investment Bank...

...set to close soon. Dai-Ichi Kangyo, Tokai and Sumitomo are arranging the \$50 million project financing for the Non Khau plant. Given its small size the debt will probably not political risk insurer giving some much needed support for the project.

Another country where power deals are still being done is the Philippines.

There are a...

...200 million San Roque hydropower financing.

The final shape of the arranging group for the project has yet to be determined.

But banks bidding for an arranging role are Banque Nationale...

...Marubeni and Kansai Electric.

And financial close will soon be reached on the \$214 million project financing for First Gas Power project. Lead arrangers are ABN Amro, BoT-Mitsubishi and WestLB. The deal is split into three...

24/3,K/9 (Item 9 from file: 267)  
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04534514

ASIAN RAIL, Off the rails?

Project Finance

May 10, 1998

PAGE: 53, 054 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS

LANGUAGE: ENGLISH

WORD COUNT: 1585

RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

The upcoming project financing of India's railways is not likely to take off due to inadequacies and...

...foreign railway engineering firms who are willing to make 100% investments to undertake new modernization projects. Owing to this attitude,

budgetary assistance has declined in the railway sector consistently over the...

...Railways is using an additional 9,000 wagons.

Indian Railways has also decided to undertake **projects** under a build-own-lease-transfer (BOLT) scheme. Here, private and foreign firms and financial...

...for lease to Indian Railways. Indian Railways has allowed the BOLT scheme under various infrastructure **projects** including gauge conversion, supply of rolling stock (including wagons, passenger coaches, diesel and electric locomotives and supply of track machines), electrification, doubling of existing single lines and telecom **projects** within the railways.

Indian Railways officials have indicated that no foreign firms can participate in...

...private-sector firm engaged in the maintenance of railway assets - private participation in new rail **projects** and the maintenance of Indian Railways' assets and the service sector in the railways has...

...created within Indian Railways to improve overall performance and quality, the initiation of railway infrastructure **projects** will not make much headway.

Hemant Raja, chief executive officer, financial services, at Infrastructure Leasing...

...requirements and a limited source of finance, coupled with the risk involved in railway infrastructure **projects**, it is imperative to find new and innovative sources of finance.

Raja says Indian Railways and financiers from participation in the scheme.

Raising agency

To meet the investment **requirements** for mega infrastructure **projects**, Indian Railways has been generating funds from internal **resources**, budgetary **allocations** and external borrowings with Indian government guarantees.

Indian Railways has set up a financing agency...

...According to IRFC officials, \$469 million has been arranged for the development of new infrastructure **projects** for railway development against an estimated target of \$1 billion in the 1997-98 financial...

...to its insufficient experience in raising funds. Private financing has also been negligible because infrastructure **projects** involve long gestation periods and carry high risk in **project** implementation and have low cash inflows after the commissioning of the **projects**.

Indian Railways board chairman, CK Agarwal, says Indian Railways is seeking funds of \$500 million...

...the Asian Development Bank (ADB) for modernization of span signalling, doubling of railway lines and **procurement** of wagons.

He says these **projects** will be funded in dollars, in tranches spread over five years.

The Indian Railway Ministry has also forwarded about 10 proposals to the ADB to finance **projects** along the quadrilateral route connecting Delhi, Mumbai, Chennai and Calcutta. Although there is no indication of the nature of and number of **projects** that the ADB would finance, the total value of the **projects** is around \$500 million.

Indian Railways has also entered into a joint venture with Steel...

...a 235km-long broad-gauge railway line in Madhya Pradesh state.

The \$92.25 million **project** will have equity contributions from all four partners.

On the drawing board

The Indian Government's Ninth Plan (1997-98 to 2001-02) objectives for railway **projects** include completion of rehabilitation, replacement and renewal of unproductive assets, modernization and upgrade of rail...billion - nearly twice the Eighth Plan amount. Under the Ninth Plan, Indian Railways' biggest expansion **project** is setting up the Udhampur-Srinagar-Baramullah railway line at a projected cost of \$625 million and will be outside the railway plan.

One of the most ambitious **projects**, the Konkan railway, is expected to be ready soon, nearly three years after its original schedule date and with 222% cost overrun. The total cost of the **project** has gone up to \$1.5 billion. In the seven years that it took to...

...southern India between Roha and Mangalore, Konkan has faced many technical and financial problems.

The **project** comprises 760km of broad gauge line involving the construction of 179 big bridges and 1,819 minor bridges, 92 tunnels and 88.77 million cubic metres of earthwork. The rail **network** will reduce the distance between Mumbai and Mangalore by 1,127km and time by 26...

...deal, seeing it as too risky.

Only two consortia are left as bidders for the **project** - De of Germany and a consortium of PCI of Japan, PBI of the US and...

...ADtranz is tying up with Itochu to bid for the consultancy contract for the MRTS **project** and Siemens is said to have tied up with Marubeni.

The **project** includes a 11km tunnel, a 22km elevated track and a 22km level track. An OECF loan of \$1 billion from the Japanese government is expected and the rest of the **project** cost will be shared by the central and Delhi governments.

...

24/3,K/10 (Item 10 from file: 267)  
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00039385

PRINTER, FAX AUDIT DEPICTS TOTAL COST OF OWNERSHIP  
BANK AUTOMATION NEWS  
February 4, 1998 VOL: 10 ISSUE: 2 DOCUMENT TYPE: NEWSLETTER



PUBLISHER: PHILLIPS BUSINESS INFORMATION  
LANGUAGE: ENGLISH WORD COUNT: 456 RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...says Charles LeCompte, president of  
Lyra Research in Newtonville, Mass. Generally, they don't weigh  
**purchasing** two small printers or one large machine, he says.  
Banks address printing-related issues after...

...Digital Hardcopy Services is HP's attempt to help  
banks assess service and hard copy **costs** and **re-evaluate** hard copy and  
usage needs. The vendor also may improve sales of its printer  
solutions...

...tracking software is loaded on PC clients to record  
printer activity locally and over the **network** ;  
\* Detailed analysis. Raw data is collected from the hard copy  
environments and placed into a...

...operating each machine. Total cost of ownership and user  
information is used to generate a **workflow** analysis; and  
\* Findings and recommendations. An HP FirstView **project manager**  
delivers a final **service** report based on the analysis and makes  
recommendations.  
HP sells the software module through integrators...

24/3,K/11 (Item 11 from file: 267)  
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00021027

"Only Connect . . . " Private Equity: Time For A Market-Based Approach  
By Guy Fraser-Sampson\*  
European Venture Capital Journal  
September 1,1996 DOCUMENT TYPE: NEWSLETTER  
PUBLISHER: SECURITIES DATA PUBLISHING  
LANGUAGE: ENGLISH WORD COUNT: 2367 RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...I have in my time sat on both sides of the table during fund-raising  
**projects** . I can report that my overwhelming conclusion is that the  
industry, at least as regards...product on a "take it or leave it" basis,  
then he has more scope for **negotiation** of fees and other terms.  
A Market-Led Approach Would Be More Efficient  
Any manager...

...to access-presumably, everyone in a utopian world being provided with  
ISDN lines and an **Internet** gateway, by way of a **website** or **on-line**  
database-a single page of bullet-point investment criteria and standard  
fund terms provided by...be made. I would propose for general consideration  
the following practical steps:

\* the establishment of **websites** by individual managers and investors  
which could be accessed by information seekers at any time without  
troubling the organisation concerned;

\* the establishment of an **on-line** database, perhaps under the  
auspices of a consortium of the trade press, into which individual...

...their own particular likes and dislikes;  
\* the establishment of a private equity forum on the **Internet** ;  
\* recognition by investors that as a matter of professional good  
practice all approaches should be...

...is so marginal-typically well below one per cent-that they are

understandably reluctant to allocate resource to it, either in terms of staff time or financial cost.

This reluctance, in turn...

...fraternity who have suggested that customers consistently get the products they deserve (for example by purchasing on cost rather than on quality). If true of the private equity industry, this would...

24/3,K/12 (Item 12 from file: 267)  
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00017798

Cover story, Bolero, Dancing to Bolero's tune  
Project and Trade Finance Magazine  
October 21, 1996 PAGE: 20, 021 DOCUMENT TYPE: NEWSLETTER  
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS  
LANGUAGE: ENGLISH WORD COUNT: 2313 RECORD TYPE: FULLTEXT

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TEXT:

...will be specifically  
excluded.

Communication between users and the registry will be by third-party networks, the exact nature of which has yet to be determined. The interface the registry makes available to these networks is intended to be as open as possible to the extent consistent with security requirements...

...ABN

Amro will be involved in the pilot phase which the Bolero User Association has specified should lead to a version suitable for general use by the fourth quarter of 1997...

...rules. Membership is likely to be governed by national organizations which, like the third-party networks, have yet to be formed.

Some sources are hoping this organizational structure will help to...

...the value of the central registry would be amplified greatly by integrating it with external networks. "Our board is not being asked to approve a value added network," says Peter Scott, Swift's manager, trade market services. "The research we have done shows that potential users want to be able to add...to participate as a partner or perhaps in some other capacity.

Clear function

While the project has had strong support from all quarters since its inception, one of the biggest challenges...

...bill of lading electronically while retaining its legal status as a document of title, the project generated sufficient enthusiasm that its original participants brought it to the attention of Swift. The...

...had chosen Swift as the preferred prime contractor for developing a central registry and secure network to process international trade documents in electronic form (see P&TF, February 1996, p30).

The...

...the potential to revolutionize several aspects of international trade, for example creating an infrastructure for on-line competitive **bidding** for all trade **services** as well as electronic trading of the underlying goods. "Once you start to think about...bill of lading is particularly vital to letter of credit transactions.

Everyone involved in the **project** has stressed the importance of a rapid and widespread take-up. They attribute these previous...

...corporate, "because I know there will be documentary discrepancies. This gives us a lot of **negotiating** leverage after the terms have been agreed." Use of the Bolero registry is also likely...

...proposal's most enthusiastic supporters are disappointed by its limited scope. "It's not a **network** and it does not replace the existing paper-based flows," says one US banker. Swift...certain. As systems provider, it is taking a financial risk on the success of the **project**. By charging each time a document is assessed, the potential of eventually generating meaningful revenue...

...Swift is particularly eager to gain recognition and this is an area where the current **project** design poses the most substantial risks.

By putting as much of the functionality of the...

...the organization's message traffic. All of the banks selected to participate in the pilot **project** have a seat on Swift's main board.

The Swift system itself has never been...

...the central registry itself will be easy to introduce. Here again, a handful of large **network** providers are likely to be the biggest beneficiaries as they can continue to upgrade their...to have a good chance of succeeding where others have failed, in part because the **project** is so heavily geared towards initial success. The interbank messaging that Swift developed and has...

28/3,K/1 (Item 1 from file: 267)  
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04539528

Cover Story, Size does matter  
(Project and Trade Finance  
September 10, 1998 PAGE: 24, 030 DOCUMENT TYPE: NEWSLETTER  
PUBLISHER: EUROMONEY ELECTRONIC PUBLICATIONS  
LANGUAGE: ENGLISH WORD COUNT: 3516 RECORD TYPE: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

TEXT:

BL>>

Some of the world's most complex **projects** require not just millions but billions of dollars of investment. But with many governments unable...

...long it will take to secure.

<<BL>>

"Today, the world-renowned Three Gorges Water Conservation **Project** has successfully completed the damming of the main course of the Yangtze River. This is...

...the completion of the first phase of China's \$24.5 billion hydro-electric dam **project** .

<<BL>>

Putting aside the significant environmental or political implications of this **project** , the fundamental questions are how will Three Gorges be financed and what are the risks...

...what form this funding will take.

<<BL>>

Banks face increasing challenges in financing such large **projects** . The \$4 billion Chad-Cameroon pipeline, for example, will be the first non-recourse financed **project** in either country. Financing for the **project** is also expected to include the first bond issue for either country. Added to this...

...deals

like this," comments one banker close to the deal. "But in a sense every **project** sets its own benchmark. No one deal is the same."

<<BL>>

On the following seven...

...are many more that have stalled. Malaysia's \$5.5 billion Bakun hydro-electric dam **project** , Russia's \$5.5 billion high speed rail link between Moscow and St Petersburg are prime examples of **projects** that have been put on hold. Will they ever happen?

<<BL>>

And then there are other **projects** which never seem to have gone beyond the planning stages, most notably the Tangiers tunnel **project** which will connect southern Spain to Morocco. Sponsors will require many guarantees to tempt them to take part in the world's biggest **projects** .

<<BL>>

THREE GORGES DAM **PROJECT**

<<BL>>

Total cost: \$24.5 billion plus

<<BL>>

Location: Yangtze river, China

<<BL>>

Sponsor: China Three Gorges Development Corporation

<<BL>>

Description: Few infrastructure **projects** have polarized opinion as much as the Three Gorges hydro-electric power **project** . For the Chinese government the **project** 's success is a matter of national

pride. For environmentalists and seismologists it is a disaster waiting to happen.

<<BL>>

The **project** involves the construction of a 643.72km long reservoir on China's Yangtze River. It...

...of the river.

<<BL>>

Despite the refusal of some governments to take part in the **project**, construction began in November 1997. The coffer dams are already in place and contracts for the supply of equipment have already been **negotiated** with Siemens, ABB and GEC Alsthom among others. Wang Jiazhu, deputy manager of China Three Gorges Development Corporation remains optimistic that the **project** will finish on time and within budget. But which budget?

<<BL>>

Estimates about the cost of the **project** vary from the official \$24.5 billion to a high of \$70 billion. Whatever the...

...Gorges Development will

have to tap as much as 20% of the funding for the **project** from foreign investors. The **project** has already raised over \$1 billion in export credits to fund the **purchase** of **equipment**.

<<BL>>

But the corporation has been less successful in attracting funds from other institutions. US Ex-Im, for example, has a two page **website** explaining why it has decided to withhold backing for its US suppliers involved in the **project** and the World Bank is not providing funding.

<<BL>>

The Chinese government has set aside 60% of the funding for the **project** but most of this will be accessed towards the end of the construction programme. The...

...Kong fear that many investors will be sceptical about being associated with such a controversial **project**.

<<BL>>

AUSTRALIAN INLAND RAIL **PROJECT** : MELBOURNE TO DARWIN

<<BL>>

Total cost: A\$10 billion (\$5.9 billion)

<<BL>>

Location: Australia

<<BL>>

Sponsors: Everalld Compton's Australian Transport & Energy Corridor (ATEC)

<<BL>>

Description: The Inland Rail **Project** from Darwin to Melbourne is being promoted by Everalld Compton's Australian Transport & Energy Corridor in 1934.

Variations on a fast inland freight train **project** have been under consideration since 1996, when details were revealed in a briefing document written...

...year when ATEC announced that it had signed an agreement with Abigroup to become the **project**'s lead developer. In return Abigroup will undertake all the risks involved in feasibility studies...

...but in contrast to the A\$1.08 billion (\$637 million) north-south rail link **project** between Darwin and Adelaide, which is receiving A\$100 million of federal funding, the prime...

...joined

the consortium, Australian deputy prime minister Tim Fischer, also indicated tentative endorsement for the **project**, but said it was "subject to the feasibility study stacking up".

<<BL>>

John Cassidy, chairman...

...executive of Abigroup - and joint sponsor with Obayashi of the recently completed M2 toll-way **project** in Sydney - says the addition of Obayashi and Macquarie Bank to the consortium: "Provides it..."

...very strong basis in both rail infrastructure and commercial and financial viability to take the **project** to completion".

<<BL>>

Corporate adviser to the inland rail **project**, Xavier Clarke, of Brisbane law firm Clarke and Kann says that a large UK infrastructure...

...US engineering group are expected to join the consortium towards the end of 1998. "Rail **projects** are a bit untested here", says Clarke, adding that the **project** is still very much in the development phase. Financing options and various concession choices are...to the prime minister, the Federal Government and four other Australian governments involved in the **project** - Victoria, New South Wales, Queensland and the Northern Territory - by June 30 1999.

<<BL>>

Construction...

...airport company will have chosen one of two consortia as a preferred bidder for the **project**. The groups are: Hochtief, Flughafen Frankfurt, Siemens and ABB; and IVG, Flughafen Wien, Dorsch Consult...

...some time. But with the two local and federal German governments unable to fund the **project**, the private sector was invited to come up with proposals for the development of a new airport. The **project** involves the construction of a new international airport for Berlin. The airport will be built...

...hours a day and will cater for 20 million passengers a year.

<<BL>>

The government **solicited bids** for the advisory mandate in 1992. BZW won the mandate but the process stalled and...

...for BBI company, says that the second place bidder will remain on standby.

<<BL>>

The **project** is exceptional because of the size of the stake in the airport being offered. So...

...of the Berlin-Brandenburg concession will take at least a 74.9% stake in the **project**. "Together with the construction concept for BBI, the financing plans to be submitted shortly by...

...role in the final decision," says David Cayet at PricewaterhouseCoopers in Berlin. "The whole construction **project** of BBI is not to be financed ...airport holding BBF released from its debts prior to privatization. The financing of the access **network** (rail and road links) is expected to remain within the public sector and a special...

...have not been released. There has been discussion about issuing a bond to finance the **project** and the winner may choose to go to the stockmarket.

<<BL>>

But whatever the method...

...is our impression that the larger construction companies do not just want to build the **project** they want to participate as well. These investors have a particular focus on the non-aviation profits to be gained from such a **project** ." Lessons learned from BAA's privatization in the UK demonstrates that more money is earned...

...bidder has been announced in September, the concession contract will be signed in November. The **project** will then have to gain approval from the federal government and the chamber of commerce...

...this is secured construction is expected to begin in 2002.

<<BL>>

LYNX HIGH SPEED RAIL **PROJECT** - MONTREAL TO TORONTO

<<BL>>

Cost: C\$11 billion (\$7 billion)

<<BL>>

Location: Canada

<<BL>>

Sponsors governments are agreeable we will then start the second phase of the **project** ," says a spokesperson for SNC Lavalin. "This phase will last 41 months and will require...

...investment of \$102 million between the private sector and the three governments."

<<BL>>

If the **project** gets the go-ahead, it will be constructed under a design-build-finance-operate concession...

...the construction price as well as fully managing the design, construction and operation of the **project** . According to Ann MacDonald, a spokeswoman for the Lynx consortium: "A capital markets offering is planned when we do eventually finance the **project** ."

<<BL>>

SAKHALIN II OIL DEVELOPMENT

<<BL>>

Total cost: \$9.5 billion

<<BL>>

Location: Russia

<<BL>>

Sponsors: Marathon Sakhalin, Mitsui Sakhalin, Shell Sakhalin and Mitsubishi

<<BL>>

Description: Oil and gas **projects** are clearly some of the most expensive developments to finance but more often than not deals are financed on a corporate basis rather than as a **project** finance deal. Sakhalin II could be one of the few exceptions. Although given the economic instability in Russia it could be some time before financing is agreed.

<<BL>>

The **project** involves the second phase development of oil and gas fields located at Piltun-Astokhskiye just...

...Development, Opic and Jexim will provide \$348 million in debt for stage one of the **project** . The loans have a 10-year tenor and a margin which ranges from 100 basis...

...over Libor to 300bp.

<<BL>>

Discussions are in progress for the second stage of the **project** . Financing details for this stage of the **project** are still to be

decided but debt from the first part of the **project** may be refinanced and drawn into the cost of the **second**.

<<BL>>

HAMACA OIL DEVELOPMENT...of September. All three have triggered widespread attention from oil firms, investors and more particularly **project** financiers. Petrozuata, for example, raised \$1 billion through a Rule 144A bond issue in 1997...

...bond in Latin America and some one of the longest maturities ever seen for a **project** bond issue. Cerro Negro, faced very different market conditions. The fallout from the Asian crisis...

...many more obstacles than Petrozuata.

<<BL>>

And next past the post will be the Hamaca **project**. Although smaller than Sincor, the progress of this **project** to financial close is being watched with as much enthusiasm.

<<BL>>

The **project** sponsor group was awarded the concession in the third operating agreement bid round in June...

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00024688

LOCKHEED, TRANSACTIVE BRACE FOR MISSISSIPPI RULING

EFT REPORT

May 21, 1997 VOL: 20 ISSUE: 11 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH WORD COUNT: 1362 RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...stamp households and Temporary Assistance for Needy Families (TANF) for 45,000 recipients.

But contract **negotiations** with Transactive have been tied up while losing bidder Lockheed Martin protests to the state...

...EBT program up and running.

"We don't need it to [run on]," Mississippi EBT **Project** Director Bob Martin says of the protest. "We're still working on the response to..."

...1 bid protest conference, Lockheed counsel Phil Abernathy called into question the competitiveness of the **request for proposal**. Citing numerous examples, Abernathy painted a picture of a **procurement** that "didn't have a fair, objective comparison of prices for the same scope of..."

...was penalized for pricing accessory options to the contract -- finger imaging, color photos and computer **network** interfacing -- "on a stand-alone basis."

Abernathy, who works with the Jackson, Miss., law firm Butler, Snow, O'Mara, Stevens & Cannada, pointed out that the **RFP** allowed the state to reserve the right to implement any or all of the options... MAVERICS).

Lockheed bid to install new terminals in each county office, install a new communications **network** between the county office and central office, and to create an interface between the new **network** and the existing MAVERICS **network**.

The cost -- \$16 million.

Transactive's bid -- based only on the use of the existing



network -- \$450,000.

"It's clear that either Lockheed Martin didn't understand what the state...

...Palazzo took issue with that.

"We understood clearly the intent of the state in the RFP and responded accordingly," Palazzo says. "And we believe Transactive has offered the state of Mississippi...

...does that tell you as to whether we're comparing apples to apples?

"When the evaluation team saw these bids, they tried to clarify what the situation was ... [T]hey told every bidder again, 'Look know what Gtech's answer was? One sentence. 'No change in our proposal.' Well, of course, there wasn't any change because they didn't have any terminals in there to begin with. They were using the existing terminals."

On maintenance for the network, Lockheed bid \$12.2 million; Transactive \$45,000.

"It doesn't take long to see...

...installed a fingerprint analysis system for Mississippi's Department of Public Safety.

Lockheed says the RFP invited bidders to talk with NEC about piggybacking on its biometric system. Lockheed says NEC...

...use the system.

"In fact, the Gtech proposal relies on this [Department of] Public Safety network almost totally to perform its finger imaging function," Abernathy said at the conference. "No one...

28/3,K/3 (Item 3 from file: 267)

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00001730

**APPEALS COURT RULING SHOOTS DOWN TREASURY'S IEI Southern Alliance of States Contracts Could Be in Jeopardy**

CORPORATE EFT REPORT

August 21, 1996 VOL: 16 ISSUE: 16 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH

WORD COUNT: 1336

RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...S. Treasury

Department. The ruling further delays the anticipated surge in transaction volumes for EFT networks as well as an uptick in settlement transactions for automated clearing houses.

The decision overruled...

...EBT contract that used the IEI. In addition, it is scheduled to be the first project that allows beneficiaries to access both federal and state benefits from the same card.

EBT Delays

Each SAS member negotiates a contract with Citibank and the group members receive price breaks based on the members...

...states of Alabama, Arkansas, Georgia and Missouri have inked deals. Arkansas and Missouri anticipate pilot projects to begin before the end of this year but they are on hold because of...Citibank EBT Services.

However, Clarence Carter, the state's EBT director, decided to issue a request for proposal (RFP) to see if he could receive a better

price than the SAS.

Virginia was offered...

...SAS by Sept. 30.

"The determination we have made is to go with our own **RFP** and not with the alliance," Carter recently told CORP. "Going that way allows us to...profitable EBT contract and Carter expects Citibank, Transactive Corp.

and several other EBT vendors to **bid** for the **services** .

Virginia has submitted its **RFP** to the federal government for approval and expects to have an **RFP** on the street within 45 days.

(Clarence Carter, Virginia, 804/692-1901.)

Source: CORP

The IEI vs. **RFP** Dilemma

The IEI court saga began when the U.S. District Court for the District...

...States (SAS).

Treasury authorized an invitation for expression of interest (IEI) rather than the traditional **request** for **proposal** (**RFP**) for SAS bidding. Austin, Texas-based Transactive Corp. said the method is discriminatory because the IEI process excludes non-banks from bidding. Non-banks can participate in **RFPs** under federal regulations.

Treasury said its approach was appropriate under the National Bank Act of...

28/3,K/4 (Item 4 from file: 267)

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00001365

**PROFITS SLIM AS EBT BIDDERS FIGHT FOR OWN PIECES OF PIE**

EFT REPORT

July 17, 1996 VOL: 19 ISSUE: 15 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH

WORD COUNT: 814

RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...it is an opportunity to develop cash management relations with state and federal agencies. EFT **networks** see millions of potential transactions, leading to better **economies of scale** . In addition, EBT vendors hope to deliver federal benefits in the future. Processors believe EBT...

...per month, per Aid to Families with Dependent Children (AFDC)

case, for its statewide EBT **project** in Texas.

"The margins on the core business of EBT, food stamps and AFDC is...

...will determine which EBT players survive

and which do not, as most states will issue **requests** for **proposals** (**RFPs**) . Some **RFPs** can cost as much as \$150,000-to-\$200,000 to create.

Therefore, many contracts...company executives denied the rumors and First Security continues to operate the New Mexico EBT **project** . In addition, Blue Bell, Pa.-based Unisys Corp. dropped out of EBT last year and...

...before it can demand higher prices.

"Bids have become price shootouts and not best-value **procurements** ," said one EBT vendor. "You have to have a cast-iron stomach to handle the...

...as it holds the contract rights to 22 states with the NCS, SAS and WGA **projects** alone.

"Clearly because of the controversies there is a profit [to be made]," said Gary...

32/3,K/1 (Item 1 from file: 268)  
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00148857

**Graphics software expands the use of PCs**

Zoeller, Mary M.

Credit Union News, v6, n15, p10, Aug 28, 1986 DOCUMENT TYPE: Journal

Article LANGUAGE: English RECORD TYPE: Abstract

...PRODUCT/INDUSTRY NAMES: Primavision/**primavera Project Planner ;**

32/3,K/2 (Item 2 from file: 268)  
DIALOG(R)File 268:Banking Info Source  
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00036517

**Software reviews: Primavera Project Planner (version 4.0)**

Duprey, Jim

Journal of Services Marketing, v6, n1, p77-78, Jan 1992 ARTICLE TYPE:

product reviews LANGUAGE: English RECORD TYPE: Abstract

**Software reviews: Primavera Project Planner (version 4.0)**

ABSTRACT: Primavera's Primavera **Project Planner** (Version 4.0) (\$4,000)  
is best suited for use by project managers involved in...

PRODUCT/INDUSTRY NAMES: Primavera **Project Planner ;**

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(c)2001 Japan Science and Tech Corp(JST)

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(c) 2001 American Economic Association

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(c) 1998 Inst for Sci Info

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(c) 2001 Reed Elsevier Inc.

File 256:SoftBase:Reviews,Companies&Prods. 85-2001/May  
(c)2001 Info.Sources Inc

Set	Items	Description
S1	63623	PROCUREMENT? OR EPROCUREMENT? OR (PROCUR? OR PURCHAS? OR B-ID? ? OR BIDDING OR BUY?) (3N) (GOODS OR SERVICE? ? OR EQUIPMENT OR MATERIALS OR SUPPLIES OR SCHEDULE()BASED OR RESOURCE?)
S2	1906447	ONLINE OR ON()LINE OR INTERNET OR INTRANET OR EXTRANET OR -NETWORK? OR VPN OR VPNS OR WAN OR WANS OR LAN OR LANS
S3	239967	WEB OR WEBSITE? OR PORTAL? ? OR APPLICATION()SERVICE()PROVIDER? ? OR ASP OR ASPS
S4	13992	(REQUEST? OR INVIT? OR SOLICIT?) (3N) (PROPOSAL? ? OR QUOTE? ? OR QUOTATION? OR BID? ?) OR RFP OR RFPS OR ITB OR ITBS OR RFQ OR RFQS
S5	145	S1 AND (S2 OR S3) AND S4
S6	7351	(PROJECT? ? OR MULTIPROJECT?) (S) (WORKFLOW? OR (WORK OR PROCESS OR PROCESSES) (2N)FLOW? ? OR LIFECYCLE? OR LIFE()CYCLE? ? OR CONCEPT(1W)COMPLETION)
S7	5109323	PARAMETER? OR SPECIFICATION? OR SPECIFY? OR SPECIFIE? ? OR REQUIRE? OR REQUISITE? OR DETAIL? ?
S8	426025	S7(3N) (PROJECT? ? OR TECHNICAL OR ENGINEERING OR PHYSICAL? OR FUNCTION? OR TEMPORAL? OR TIME? ? OR TIMING OR SCHEDULE? OR GEOGRAPHIC? OR FINANCIAL OR COST?)
S9	312029	(COMPAR? OR EVALUAT? OR REVIEW? OR ANALY?) (3N) (PROPOSAL? ? OR BID? ? OR QUOTE? ? OR QUOTATION? OR RESPONSE? ? OR ALTERNATIVE? OR COST? ?)
S10	214290	NEGOTIAT? OR RENEGOTIAT? OR (MANIPULAT? OR ADJUST? OR MODIFY?) (2N) (PROPOSAL? OR BID? ?) OR (PROPOS? OR SUGGEST?) (2N) (ALT-

ERNATIVE? OR SUBSTITUT? OR CHANG? OR MODIF?) OR ECONOMIES(1W)-  
 SCALE  
 S11 9736 RECONCILIATION? OR RECONCIL?(5N)(INVOICE? OR COST? ? OR EX-  
 PENSE? OR PURCHASE()ORDER? ? OR PO OR REQUISITION? OR ACCOUNT?  
 ? OR STATEMENT?)  
 S12 1 S5 AND S6 AND (S8 OR S9 OR S10 OR S11)  
 S13 1 S12 NOT PY>1999  
 S14 1 S13 NOT PD=>991001  
 S15 33 S5 AND (S6 OR S8 OR S9 OR S10 OR S11)  
 S16 21 S15 NOT (PY>1999 OR S14)  
 S17 18 S16 NOT PD=>991001  
 S18 16 RD S17 (unique items)  
 S19 2 WELLOGIX OR WELLBID OR ENERSECTION  
 S20 1 S19 NOT (PY>1999 OR S14 OR S18)  
 S21 7 AU="LIVESAY J"  
 S22 1 AU="LIVESAY, J."  
 S23 8 (S21 OR S22) NOT (PY>1999 OR S14 OR S18 OR S20)  
 S24 8 S23 NOT PD=>991001  
 S25 7 RD S24 (unique items)

14/5/1 (Item 1 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
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01724157 DOCUMENT TYPE: Product

PRODUCT NAME: SQL\*TIME Distribution 4.9.3 (724157)

Design Data Systems Corp (592064)  
13830 58th St N #401  
Clearwater, FL 33760 United States  
TELEPHONE: (727) 539-1077

RECORD TYPE: Directory

CONTACT: Sales Department

SQL\*TIME Distribution 4.9.3 allows users to empower their operations to work as a customer-focused team enterprise wide. Users can: (1) streamline their demand and supply chain transactions and **workflows** with automatic condition/action triggers, unlimited notes and document attachments and integrated **Internet** e-mail and fax; (2) conduct e-commerce via the **Web** ; (3) monitor performance to ensure contract and order commitments are consistently met; and (4) improve the responsiveness and value they provide to their customers. SQL\*TIME Distribution applications include: (1) Sales Order Processing to improve customer satisfaction and increase sales with fast accurate ordering, proactive selling features and secure, self-service customer ordering via the **Internet** ; (2) Order Fulfillment & Billing to streamline fulfillment for products and services including drop shipments for non-stock items and back orders as well as subcontracted services with integrated Contracts, **Projects** , POs, AP and AR; (3) Inventory Management to classify, track and control all types of inventory including stocked and non-stocked products and services, packaging, marketing collateral, spare parts, tooling and supplies; (4) Inventory Replenishment to forecast requirements and analyze performance statistics such as usage, seasonality, lead-time and costs and apply optimum inventory replenishment controls; (5) Lot/Serial Number Control to reduce product recalls and liability risks via immediate access to a full product genealogy history and audit trail of all sources and uses from suppliers to final delivery; (6) Warranties, Repairs & Returns to manage customer and vendor warranty and non-warranty returns, repairs and replacements including entitlement validations, return authorizations, tracking, accounting and billing; (7) Requisitions & Vendor Quotes to streamline **process flows** from requisition and **request for quotation** through vendor bidding, approval, ranking and **negotiation** of contract terms; (8) **Procurement** Management to streamline, automate and control **procurement** of all products and services including stocked items, drop-shipments, expensed supplies, capital assets and subcontract services; and (9) Receiving & Vendor Performance to streamline receiving and returns processing and automate checking of minimum and maximum tolerances for quantity, price, quality and on-time delivery as well as PO, receipt and invoice matching.

DESCRIPTORS: Material Control; Service Industries; Distributors;  
Distribution Management; Supply Chain Management; Customer Service;  
Order Processing; **Internet** Marketing; Inventory

HARDWARE: Sun; UNIX; HP 9000; IBM PC & Compatibles  
OPERATING SYSTEM: Windows NT/2000; UNIX; Solaris; HP-UX; Oracle  
PROGRAM LANGUAGES: Oracle

TYPE OF PRODUCT: Micro; Workstation

POTENTIAL USERS: Professional Services, Durable Goods Distribution,  
Printing, Publishing, Entertainment, Insurance, Financial Services,  
Integrators, Non-Profit

DATE OF RELEASE: 01/91

PRICE: Available upon request

NUMBER OF INSTALLATIONS: 150  
DOCUMENTATION AVAILABLE: Online documentation

TRAINING AVAILABLE: On-site training; training at vendor location;  
training; technical support; support contracts available  
OTHER REQUIREMENTS: Oracle 7.3.4+ with SQL\*TIME 4.8-4.9.4 or Oracle 8 with  
SQL\*TIME 5.0 required  
SERVICES AVAILABLE: Custom programming; conversion  
REVISION DATE: 990401



18/5/1 (Item 1 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
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01600886 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.  
**MANAGEMENT OF INDUSTRIAL IT PROCUREMENT PROJECTS (DISTRIBUTED PROCESSES,  
INFORMATION TECHNOLOGY, REQUIREMENTS ENGINEERING)**  
Author: FORSGREN, PATRIK  
Degree: TEKN.DR  
Year: 1996  
Corporate Source/Institution: KUNGLIGA TEKNISKA HOGSKOLAN (SWEDEN) (1022  
)  
Source: VOLUME 58/04-C OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 1357. 95 PAGES  
Descriptors: ENGINEERING, INDUSTRIAL ; INFORMATION SCIENCE ; OPERATIONS  
RESEARCH ; ENGINEERING, SYSTEM SCIENCE  
Descriptor Codes: 0546; 0723; 0796; 0790  
Publisher: ROYAL INSTITUTE OF TECHNOLOGY, S-100 44 STOCKHOLM 70,  
SWEDEN

The purpose of this doctoral thesis is to supply industry companies with knowledge in how to manage industrial LT system **procurement** projects. The term "industrial IT systems" refers here to computerized systems used for operational support in industrial processes. Focus has been on systems in process industries and industries handling geographically distributed processes, such as electric power transmission and distribution **networks**.

The main contribution of the thesis is a method for development of system requirements in a **request** for **proposal** for a system to be procured. Emphasis has been on narrowing the gap between research and practice. Therefore, the method brings together results from the academic discipline "**requirements engineering**" and practical experiences from a large number of industrial **procurement** projects.

During work with the thesis, the main emphasis has been on a customer's perspective. However, the results should be equally interesting for academic readers, consultants, and suppliers active in the field of study. The work has relied heavily on the participation of both suppliers and users of industrial control and information systems, among others: ABB Industrial Systems, ABB **Network** Partner, Alfa Laval Automation, ASSI Doman Kraftliner, Comator Process, Gullspangs Kraft, LKAB, Prevas, and Vattenfall.

18/5/2 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09098298

**Procurement Notices**  
CHINA: **BIDS INVITED FOR LIFTING EQUIPMENT**  
ADB Business Opportunities (XAX) Mar 1999 p.106  
Language: ENGLISH

China International Tendering Company (ITC) is **inviting sealed bids** from eligible bidders from member countries of Asian Development Bank (ADB) for the supply, delivery and installation of lifting equipment such as reach-stackers, bulldozers, **portal** cranes, forklift trucks, and wheel loaders for the Fangcheng Port **Project**. Further **details** can be obtained from: China International Tendering Company (ITC) North Wing of Jiuling Building No.21, Xi San Hun Bei Lu, Beijing, China, 100089 Tel: (010)68404404; 68404239 Fax: (010)68427328 All bids must be submitted to ITC by 14 May 1999, 10.00 am (Beijing Time).

PRODUCT: Industrial Trucks & Tractors (3537); Cranes & Transporters (3536CT); Lifting & Winding Devices (3536LW);  
EVENT: Capital Expenditure (43); Use of Materials & Supplies (46); Contracts & Orders (61);  
COUNTRY: China (9CHN);

18/5/3 (Item 2 from file: 583)  
DIALOG(R) File 583:Gale Group Globalbase(TM)  
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05951676

INDONESIA

INDONESIA: TELECOMMUNICATIONS PROCUREMENT  
Development Business (XCD) 16 Feb 1994 p.10  
Language: ENGLISH

Indonesia has applied for a USD 400 mn World Bank loan for its Telecommunications Sector Modernisation Project. The project will back the development of such facilities in Indonesia over the period 1995-1997. Indonesia plans to use the loan for: 1) **procurement of goods** for software and hardware **network** management, tools and test equipment; 2) appointment of consultants. **Bid invitations** are expected to be made known starting June 1994. **Details from: Project Director** Telecommunications Sector Modernisation Project TELKOM Headquarters Jl. Japati No. 1 Bandung, Indonesia Contact: (1) Mr. F.X. Asnarto, Project Manager of OSP, CS Tel: 62-22-4525111 Fax: 62-22-706678 (2) Mr. Jajat Suprijatna, Project Manager of Modernisation **Network** Jakarta Tel: 62-22-4525429 Fax: 62-22-706678

COMPANY: WORLD BANK  
PRODUCT: Telecommunications (4810); Communications Equipment (3660);  
EVENT: Capital Expenditure (43);  
COUNTRY: Indonesia (91NO);

18/5/4 (Item 1 from file: 2)  
DIALOG(R) File 2:INSPEC  
(c) 2001 Institution of Electrical Engineers. All rts. reserv.

6113581 INSPEC Abstract Number: B9902-7550-025, C9902-7140-042

**Title: Strategy of DIN-PACS benchmark testing**

Author(s): Norton, G.S.; Lyche, D.K.; Richardson, N.E.; Thomas, J.A.; Romlein, J.; Cawthon, M.A.; Lawrence, D.P.; Shelton, P.D.; Parr, L.F.; Richardson, R.R.; Johnson, S.L.

Author Affiliation: MIS Lab., Gettysburg, PA, USA

Journal: Proceedings of the SPIE - The International Society for Optical Engineering Conference Title: Proc. SPIE - Int. Soc. Opt. Eng. (USA) vol.3339 p.594-9

Publisher: SPIE-Int. Soc. Opt. Eng.,

Publication Date: 1998 Country of Publication: USA

CODEN: PSISDG ISSN: 0277-786X

SICI: 0277-786X(1998)3339L:594:SPBT;1-I

Material Identity Number: C574-98227

U.S. Copyright Clearance Center Code: 0277-786X/98/\$10.00

Conference Title: Medical Imaging 1998: PACS Design and Evaluation: Engineering and Clinical Issues

Conference Sponsor: SPIE

Conference Date: 24-26 Feb. 1998 Conference Location: San Diego, CA, USA

Language: English Document Type: Conference Paper (PA); Journal Paper (JP)

Treatment: Practical (P)

Abstract: The Digital Imaging **Network** -Picture Archive and Communication System (DIN-PACS) is the US Department of Defense's effort to bring military medical treatment facilities into the 21st Century with nearly filmless digital radiology departments. The DIN-PACS **procurement** is unique in that the **request for proposals (RFP)** required extensive benchmark testing prior to the contract award. The strategy for benchmark testing was a reflection of the DoD's previous PACS and teleradiology experiences. The DIN-PACS Technical Evaluation Panel (TEP) consisted of radiology professionals with PACS expertise. The TEP considered nine items, key **functional requirements** to the DIN-PACS acquisition: (1) DICOM

conformance, (2) system storage and archiving, (3) workstation performance, (4) **network** performance, (5) radiology information system (RIS) functionality, (6) the hospital information system (HIS)/RIS interface, (7) teleradiology, (8) quality control and (9) system reliability. The development of a benchmark test to evaluate these key requirements required the TEP to make technical, operational and functional decisions that had not been part of a previous PACS acquisition. Developing test procedures and scenarios that simulated inputs from radiology modalities and outputs to softcopy workstations, film processors and film printers was a major undertaking. The goals of the TEP were to fairly assess each vendor's proposed system and to provide an accurate evaluation of each system's capabilities to the source selection authority, so the DoD could purchase a PACS that met the RFP's requirements. (4 Refs)

Subfile: B C

Descriptors: military communication; military computing; PACS; performance evaluation; program testing; quality control; radiology; telemedicine; visual communication

Identifiers: DIN-PACS benchmark testing; Digital Imaging Network -Picture Archive and Communication System; US Department of Defense; military medical treatment facilities; nearly filmless digital radiology departments; **request for proposals**; contract award; teleradiology; DIN-PACS Technical Evaluation Panel; **functional requirements**; DICOM conformance; system storage; archiving; workstation performance; **network** performance; radiology information system; hospital information system; HIS/RIS interface; quality control; system reliability; radiology modalities; softcopy workstations; film processors; film printers; system capabilities evaluation; source selection authority; PACS purchase

Class Codes: B7550 (Biomedical communication); B6210L (Computer communications); B7510 (Biomedical measurement and imaging); B0170L (Inspection and quality control); B7930 (Military communications); C7140 (Medical administration); C5620L (Local area networks); C6160S (Spatial and pictorial databases); C5670 (Network performance); C6150G (Diagnostic, testing, debugging and evaluating systems); C7150 (Military computing)

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18/5/5 (Item 2 from file: 2)

DIALOG(R) File 2:INSPEC

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03682387 INSPEC Abstract Number: C90053219

**Title:** Writing technical specifications for database authorization

Author(s): Kranz, J.

Author Affiliation: California State Univ., Northridge, CA, USA

Journal: Library Resources & Technical Services vol.33, no.4 p. 358-65

Publication Date: Oct. 1988 Country of Publication: USA

CODEN: LRTSAH ISSN: 0024-2527

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P)

**Abstract:** Librarians with minimal knowledge of library systems applications are finding themselves faced with the task of writing **technical specifications** for various phases of OPAC or COM catalog procurement and implementation. Guidance in the preparation of these **technical specifications** and assistance in formulating requirements to be included in a library's invitation for bid for authority control **services** are offered. (3 Refs)

Subfile: C

Descriptors: bibliographic systems; cataloguing; formal specification; library automation

Identifiers: OPAC **procurement**; OCLC MARC bibliographic file authorisation; OPAC specification; online public access catalog; database authorization; library systems applications; writing **technical specifications**; COM catalog **procurement**; authority control services

Class Codes: C7210L (Library automation); C6110 (Systems analysis and programming)

18/5/6 (Item 1 from file: 233)  
DIALOG(R)File 233:Internet & Personal Comp. Abs.  
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00498853 98SN06-001

The evaluation effect -- Do you know how to put together a killer RFP?  
Ever wonder how the best do it? We talked to IS professionals who left no stone...

O'Donnell, Debra  
Software Magazine , June 1, 1998 , v18 n8 p72-76, 5 Page(s)  
ISSN: 0897-8085  
Languages: English  
Document Type: Articles, News & Columns  
Geographic Location: United States  
Provides a profile on the perfect enterprise software for IS professionals. Profiles the City of Chicago and their need for tracking software to service the transportation, human services , law, police, and purchasing departments. Says Mike Madden, who was hired specifically to lead the selection process for an ERP system, spent nine months methodically getting to 'yes' by evaluating information about product functionality and technology. Explains the methodical process, and how the group spent the first few months reviewing its user's need to produce an RFP containing approximately 1,200 functional and technical requirements . Says no matter how appealing a selection may be, users must look before they leap, and IT purchasers should choose a methodology and use it consistently. Contains one picture, two sidebars, and one chart.  
(EB)

Descriptors: Enterprise Computing; Software Evaluation; Networks ; Corporate Strategy; Local Government

18/5/7 (Item 2 from file: 233)  
DIALOG(R)File 233:Internet & Personal Comp. Abs.  
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00196466 89LH07-001

Competitive procurement of integrated library systems The California State University (CSU) successfully procured integrated library systems for five of its nineteen campuses...

Reader, Evan A  
Library Hi Tech , July 1, 1989 , v7 n2 p7-15, 9 Pages  
ISSN: 0737-8831  
Languages: English  
Document Type: Feature Articles and News  
Geographic Location: United States  
Discusses how the California State University procured systems through an RFP (Request for Proposal )-oriented competitive bidding process. Says that the costs for the systems and support services were substantially reduced and allowed the buyer to achieve favorable contract provisions. Although the competitive process is time -consuming and requires more staff resources than the non-competitive process, it has proven to be cost effective and organized. Includes a sidebar discussing the effect of competitiv bidding on a company's existing and future customers. Contains two charts. (v1)

Descriptors: Library; Purchasing; Online Systems; Office Automation

18/5/8 (Item 1 from file: 6)  
DIALOG(R)File 6:NTIS  
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2077949 NTIS Accession Number: AD-A344 821/4/XAB  
Guide to Procurement of Single and Connected Systems. Language for RFP Specifications and Statements of Work - An Aid to Procurement Initiators. Includes Complex, Evolving, Multipolicy Systems  
National Computer Security Center, Fort George G. Meade, MD.  
Corp. Source Codes: 086809000; 416444  
Report No.: NCSC-TR-004

1 Jul 94 104p

Languages: English

Journal Announcement: GRAI9817

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NTIS Prices: PC A07/MF A02

Country of Publication: United States

This technical report is a strawman update to Volume 2-4 of the **procurement** guideline series. The previous version was updated to deal with complex, evolving, multipolicy systems. It is written to help facilitate the acquisition of trusted computer systems in accordance with DoD 5200.28-STD, Department of Defense Trusted Computer System Evaluation Criteria. It is designed for new or experienced automated information system developers, purchasers, or program managers who must identify and satisfy requirements associated with security-relevant acquisitions. Information contained within this series will facilitate subsequent development of **procurement** guidance for future national criteria. This series also includes information being developed or certification and accreditation guidance. Finally this Volume 2 document addresses the way by which Trusted Computer System Evaluation Criteria, the Trusted **Network** Interpretation, and the Trusted Database Management System Interpretation using a new approach called Domains of Constant Policy are translated into language for use in the **Request for Proposal (RFP)** Specifications and Statements of Work.

Descriptors: Government **procurement**; \*Computers; Information systems; Specifications; Systems **analysis**; Decision aids; Contract **proposals**

Identifiers: Evaluation criteria; Bmdo collection; US413; Guidelines; Certification; Accreditation; **Rfp Request for proposal**; NTISDODXA

Section Headings: 74E (Military Sciences--Logistics, Military Facilities, and Supplies)

18/5/9 (Item 2 from file: 6)

DIALOG(R)File 6:NTIS

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2058865 NTIS Accession Number: PB98-132079/XAB

**Office des Postes et Telecommunications, Libreville, Gabon Task 8 Report: Tender Documents**

(Export trade information)

Teleconsult, Inc., Washington, DC.

Corp. Source Codes: 109221000

1 Jul 97 140p

Languages: English

Journal Announcement: GRAI9811

This document was provided to NTIS by the U.S. Trade and Development Agency, Rosslyn, VA. See also PB98-132061 and PB98-132087.

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NTIS Prices: PC A08

Country of Publication: United States

The report assesses the current and future demand for cellular, telephone and data communications for the Office des Postes et Telecommunications (OPT) of Gabon. Volume 7 of the 8-volume study contains the Task VIII Report: Tender Documents (Part I: Switching Specifications and Part II: GSM Public Land Mobile **Network**), and is divided into (1) **Invitations for Bids**; (2) Instructions to Bidders; (3) Bid Data Sheet; (4) General Conditions of Contract; (5) Special Conditions of Contract; (6) **Schedule of requirements**; (7) **Technical Specificationis**; (8) Sample Forms; and (9) Eligibility for the Provision of Goods, Works, and **services** in Bank-Financed **Procurement**.

Descriptors: Gabon; \*Telecommunications; \*Communication **networks**; Telephone systems; Mobile communication systems; Data transmission systems; Land mobile satellite service; Technical assistance; Financial assistance;

Trends; Demand factors; Forecasting; **Specifications** ; Requirements; Design criteria; **Cost analysis**  
Identifiers: Libreville(Gabon); Export trade information; Cellular phones ; Data **networks** ; NTISUSTDP  
Section Headings: 45C (Communication--Common Carrier and Satellite); 96C (Business and Economics--International Commerce, Marketing, and Economics)

18/5/10 (Item 3 from file: 6)  
DIALOG(R)File 6:NTIS  
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1902556 NTIS Accession Number: DE95009559  
**Transfer of Air Force technical procurement bid set data to small businesses, using CALS and EDI. Summary report. Revision 1**  
Lawrence Livermore National Lab., CA.  
Corp. Source Codes: 068147000; 9513035  
Sponsor: Department of Energy, Washington, DC.  
Report No.: UCRL-ID-118619-REV.1; AITI-94-ED-01  
10 Jan 95 31p  
Languages: English  
Journal Announcement: GRAI9522; ERA9546  
Sponsored by Department of Energy, Washington, DC.  
Order this product from NTIS by: phone at 1-800-553-NTIS (U.S. customers); (703)605-6000 (other countries); fax at (703)321-8547; and email at orders@ntis.fedworld.gov. NTIS is located at 5285 Port Royal Road, Springfield, VA, 22161, USA.  
NTIS Prices: PC A03/MF A01  
Country of Publication: United States  
Contract No.: W-7405-ENG-48

This report provides a summary of the Air Force CALS Test Network (AFCTN) Test Report Transfer of Air Force Technical **Procurement** Bid Set Data to Small Businesses, Using CALS and EDI (AFCTN Test Report 94-034, UCRL-ID-118619). It represents a synthesis of the results, conclusions, and recommendations, as well as a more concise presentation of the issues and strategies as viewed from AFCTN's perspective. This report documents a test transfer of three Air Force technical **procurement** bid sets to one large and twelve small businesses, using the Department of Defense (DoD) Continuous Acquisition and Life-cycle Support (CALS) and ANSI ASC X12 Electronic Data Interchange (EDI) standards. The main goal of the test was to evaluate the effectiveness of using CALS technical data within the context of the DoD's EDI-based standard approach to electronic commerce in **procurement**, with particular emphasis on receipt and use of the data by small contractors. Air Force **procurement** data was provided by the Sacramento Air Logistics Center at McClellan Air Force Base; the manufacturing participants were selected from among McClellan's (open quote)Blue Ribbon(close quote) contractors, located throughout the United States. The test was sponsored by the Air Force CALS Test **Network**, headquartered at Wright-Patterson Air Force Base. The test successfully demonstrated the technical feasibility of including CALS MIL-R-28002 (Raster) engineering data in an EDI **Specification /Technical** Information transaction set (ANSI ASC X12 841) when issuing electronic **requests** for **quotation** to small businesses. In many cases, the data was complete enough for the contractor participant to feel comfortable generating a quote.

Descriptors: \*Data Base Management; \*Technology Transfer; \*US DOD;  
Validation  
Identifiers: EDB/290500; EDB/990300; NTISDE  
Section Headings: 70E (Administration and Management--Research Program Administration and Technology Transfer); 88GE (Library and Information Sciences--General); 74GE (Military Sciences--General); 41A (Manufacturing Technology--Computer Aided Design (CAD)); 41B (Manufacturing Technology--Computer Aided Manufacturing (CAM))

18/5/11 (Item 4 from file: 6)  
DIALOG(R)File 6:NTIS  
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1891180 NTIS Accession Number: DE95009610

**Transfer of Air Force technical procurement bid set data to small businesses, using CALS and EDI: Test report**

Lawrence Livermore National Lab., CA.

Corp. Source Codes: 068147000; 9513035

Sponsor: Department of Energy, Washington, DC.

Report No.: UCRL-ID-118619; AITI-93-ED-01

15 Aug 94 541p

Languages: English

Journal Announcement: GRAI9519; ERA9539

Sponsored by Department of Energy, Washington, DC.

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NTIS Prices: PC A23/MF A04

Country of Publication: United States

Contract No.: W-7405-ENG-48

This report documents a test transfer of three Air Force technical procurement bid sets to one large and twelve small businesses, using the Department of Defense (DoD) Continuous Acquisition and Life-cycle Support (CALS) and ANSI ASC X12 Electronic Data Interchange (EDI) standards. The main goal of the test was to evaluate the effectiveness of using CALS technical data within the context of the DoD's EDI-based standard approach to electronic commerce in procurement, with particular emphasis on receipt and use of the data by small contractors. Air Force procurement data was provided by the Sacramento Air Logistics Center at McClellan Air Force Base; the manufacturing participants were selected from among McClellan's "Blue Ribbon" contractors, located throughout the US. The test was sponsored by the Air Force CALS Test Network, headquartered at Wright-Patterson Air Force Base. The test successfully demonstrated the technical feasibility of including CALS MIL-R-28002 (Raster) engineering data in an EDI Specification/Technical Information transaction set (ANSI ASC X12 841) when issuing electronic requests for quotation to small businesses. In many cases, the data was complete enough for the contractor participant to feel comfortable generating a quote. Lessons learned from the test are being fed back to the CALS and EDI standards organizations, and to future implementors of CALS-EDI based acquisition or contracting systems, which require the transfer of technical information, such as engineering data, manufacturing process data, quality test data, and other product or process data, in the form of a CALS or other digital datafile.

Descriptors: Contractors; \*Data Transmission Systems; \*Military Equipment; \*Military Facilities; Computer Graphics; Computer Networks; Data Transmission; Demonstration Programs; Feasibility Studies; Information Dissemination; Information Needs; Information Retrieval; Performance Testing; Procurement

Identifiers: EDB/450000; EDB/990300; NTISDE

Section Headings: 74E (Military Sciences--Logistics, Military Facilities, and Supplies); 88B (Library and Information Sciences--Information Systems); 96A (Business and Economics--Domestic Commerce, Marketing, and Economics); 45C (Communication--Common Carrier and Satellite)

18/5/12 (Item 5 from file: 6)

DIALOG(R)File 6:NTIS

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1859285 NTIS Accession Number: PB95-169496

**Guide on Open System Environment (OSE) Procurements**

(Special pub)

Fisher, G. E.

National Inst. of Standards and Technology (CSL), Gaithersburg, MD. Systems and Software Technology Div.

Corp. Source Codes: 099724005

Report No.: NIST/SP-500/220

Oct 94 161p

Languages: English

Journal Announcement: GRAI9508

Also available from Supt. of Docs. as SN-003-003-03302-2. See also PB95-166260.

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NTIS Prices: PC A08/MF A02

Country of Publication: United States

The guide provides program managers and senior system engineers with much-needed information for developing plans and requirements to establish an Open System Environment (OSE). U.S. Government **procurements** that have already taken place have provided numerous lessons-learned which have been incorporated in this report. A decision model is defined in the introductory material to provide a mechanism for making choices concerning the applicability of standards. Side-bars in the text provide associated information about the use of specific standards in order to more clearly describe the effects of relationships among different standards. Additional information includes text that can be included in **requests for proposals**

( RFPs ), a sample statement of work based on the guidance contained in the report, a glossary, and methods for **evaluating individual proposals** made in response to OSE requirements.

Descriptors: Government **procurement** ; Requirements; Guidelines; Specifications; Operating systems(Computers); Man computer interface; Software engineering; Data management; Data transfer(Computers); Computer graphics; Computer **networks** ; Management; Computer systems hardware

Identifiers: OSE(Open System Environment); \*Open System Environment;

**RFPs Requests for proposals** ); NTISCOMNBS

Section Headings: 62A (Computers, Control, and Information Theory--Computer Hardware); 62B (Computers, Control, and Information Theory--Computer Software); 70F (Administration and Management--Public Administration and Government); 70B (Administration and Management--Management Practice)

18/5/13 (Item 6 from file: 6)

DIALOG(R) File 6:NTIS

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1797874 NTIS Accession Number: PB94-146198

**Data Transmission Network Feasibility Study: Komerčni Banka. Volume A**

(Export trade information (Final))

Booz-Allen and Hamilton, Inc., McLean, VA.

Corp. Source Codes: 105197000

1 Feb 94 117p

Languages: English

Journal Announcement: GRAI9412

This document was provided to NTIS by the U.S. Trade and Development Agency, Rosslyn, VA.

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NTIS Prices: PC A06

Country of Publication: United States

The study was conducted on behalf of Komerčni Banka in Prague, Czech Republic. It is an assessment of the feasibility of improving the data communications capabilities of Komerčni Banka. The tasks completed include the following: (1) Examination of the Bank Communications Infrastructure; (2) Assessment of the Communications Environment of the Czech Republic; (3) Definition of the Data Communications Requirements; (4) Assessment of Current **Network** Performance; (5) Development of **Alternative Network** Designs; (6) **Evaluation** of the Pros and Cons of Each Alternative; (7) Projection of **Network** Performance of Alternatives; (8) Examination of the Technical Feasibility of Integrating Voice with the Data **Network** ; (9) Determination of the Cost Basis of Current **Network** ; (10) Development of Cost Estimates for Alternatives; (11) Estimation of Economic Results for



Each Alternative; (12) Estimation of Economic Feasibility of Voice Integration; (13) Development of Recommendations for a Next Generation Data Communications **Network** ; (14) Development of a Telecommunications Strategy and Implementation Plan; and (15) Development of a Draft **Request for Proposal** to Use as a Basis for **Equipment Procurement Solicitations**.

Descriptors: Czech Republic; \*Banks (Buildings); \*Data transmission; \*Computer **networks** ; Telecommunication; **Requirements** ; **Cost estimates** ; Voice communication; Integrated systems; **Procurement** ; Feasibility studies  
Identifiers: \*Export trade information; Komerchi Banka; Prague (Czech Republic); Infrastructure; NTISUSTDP

Section Headings: 96F (Business and Economics--Banking and Finance); 96G (Business and Economics--Foreign Industry Development and Economics); 45C (Communication--Common Carrier and Satellite); 62A (Computers, Control, and Information Theory--Computer Hardware)

18/5/14 (Item 7 from file: 6)

DIALOG(R) File 6:NTIS

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1555533 NTIS Accession Number: AD-A227 393/6

**Workstation Segment Specification for the World-Wide Military Command and Control (WMMCCS) Information System (WIS)**

(Final rept)

Prescott, J. ; Martin, R. A.

MITRE Corp., Bedford, MA.

Corp. Source Codes: 018372000; 235050

Sponsor: Electronic Systems Div., Hanscom AFB, MA.

Report No.: MTR-10444; ESD-TR-89-197

Jul 89 194p

Languages: English

Journal Announcement: GRAI9108

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NTIS Prices: PC A09/MF A02

Country of Publication: United States

Contract No.: F19628-89-C-0001

This paper contains the A-level specification that was included in the **RFP** package for a series of new World-Wide Military Command and Control System (WMMCCS) Information System (WIS) Workstations, **WIS-SPEC-601**. This specification has been developed to support the ongoing **procurement** of workstation products necessary to meet the operational needs of the WIS community. Included within the specification are two workstation configurations (Basic and Target Workstations) as well as support peripherals such as printers and displays. Basic software capabilities required to support WMMCCS host access, WIS **LAN** access, and provide personal computer support are also described. The intent of the WIS program is to provide an improved Command and Control (C 2) capability for use in national security decision-making, force preparation and planning, and execution of operation plans, by modernizing the WMMCCS Automated Data Processing (ADP) system primarily through the use of Proven Non-Developmental Item (NDI) hardware and software. The improvements will be directed toward providing an enhanced user interface to the WIS environment, extended growth capabilities, better response time, enhanced system reliability and survivability, as well as enhanced configuration control over the evolution of the system. (KR)

Descriptors: Command and control systems; \*Information systems; \*Work stations; Access; Automation; Computer programs; Configuration management; Configurations; Data processing; Decision making; Evolution (General); Growth (General); Interfaces; Microcomputers; National security; Operation; Planning; Preparation; Printing **equipment** ; **Procurement** ; Reaction time ; Reliability; **Specifications** ; Stations; Survivability; User needs  
Identifiers: WMMCCS (World-Wide Military Command and Control); WIS (Information System); NTISDODXA; NTISDODAF

Section Headings: 74G (Military Sciences--Military Operations, Strategy, and Tactics); 88B (Library and Information Sciences--Information Systems);

18/5/15 (Item 1 from file: 8)  
DIALOG(R) File 8:EI Compendex(R)  
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05014468 E.I. No: EIP98054192883

Title: Requirements engineering in control center procurement  
projects - practical experiences from the power industry  
Author: Forsgren, Patrik; Daugulis, Arnis  
Corporate Source: Royal Inst of Technology, KTH, Stockholm, Sweden  
Conference Title: Proceedings of the 1998 3rd International Conference on  
Requirements Engineering, ICRE  
Conference Location: Colorado Springs, CO, USA Conference Date:  
19980406-19980410

Sponsor: IEEE  
E.I. Conference No.: 48316  
Source: Proceedings of the IEEE International Conference on Requirements  
Engineering 1998. IEEE Comp Soc, Los Alamitos, CA, USA, 98TB100219. p  
224-232

Publication Year: 1998  
CODEN: 85OXAY  
Language: English  
Document Type: CA; (Conference Article) Treatment: G; (General Review)  
Journal Announcement: 9807W2

Abstract: This paper deals with requirements engineering (RE) in  
control center procurement projects in the power industry. Post-analysis  
of a large number of such projects has been made during the past four  
years. Based on these experiences, combined with general purpose RE  
concepts, a method for elicitation, expression, and test of system  
requirements on these kinds of systems has been worked out. The method has  
recently been used in two full-scale procurements : a project in which the  
Swedish power grid company is procuring a new national control center for  
the Swedish transmission network , and a project in which the Latvian  
state power board, Latvenergo, is procuring one national control center and  
two regional control centers for its power system. In this paper, an  
introduction to the above mentioned RE method is given. Further on, the  
focus is on the practical experiences from the two full-scale projects in  
which the method has been used. (Author abstract) 6 Refs.

Descriptors: \*Systems engineering; Electric power systems; Electric power  
transmission; Control equipment; Energy management; SCADA systems

Identifiers: Requirements engineering (RE); Industrial control  
systems; Commercial off the shelf (COTS); Request for proposal (RFP )

Classification Codes:

706.1.1 (Electric Power Transmission)  
706.1 (Electric Power Systems); 732.1 (Control Equipment); 731.1  
(Control Systems)  
912 (Industrial Engineering & Management); 706 (Electric Transmission &  
Distribution); 732 (Control Devices); 525 (Energy Management); 731  
(Automatic Control Principles)  
91 (ENGINEERING MANAGEMENT); 70 (ELECTRICAL ENGINEERING); 73 (CONTROL  
ENGINEERING); 52 (FUEL TECHNOLOGY)

18/5/16 (Item 1 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
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00118842 DOCUMENT TYPE: Review

PRODUCT NAMES: Free Trade Zone (769011)

TITLE: Electronic Procurement  
AUTHOR: Wilson, Tim  
SOURCE: Information Week, v748 p68(2) Aug 16, 1999  
ISSN: 8750-6874  
HOMEPAGE: <http://www.informationweek.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

IBM/Part Miner's Free Trade Zone, a new electronic **procurement service**, assists electronics companies in finding and **purchasing supplies** more easily and at less expense. Free Trade Zone combines an electronic marketplace, content aggregation site, and hosted application service. It should be available by the end of 1999, says a spokesperson for PartMiner, a spot-marketing company that uses data mining technology to find rare electronic components, and then brokers them to manufacturers. Users of a beta Free Trade Zone site report more efficiency, especially in the **time required** to find parts or equivalent substitutions. The process of obtaining spec sheets, verifying information, and placing an order used to take two weeks, but not requires only a few minutes. Access for buyers and suppliers is via **Web** browsers and a hosted application **service**. **Buyers** can post **requests** for **quotes** on components, and then 'reverse-auction' them to find the lowest bidders. Free Trade Zone also provides a bill-of-materials system with which customers can **negotiate** prices, generate purchase orders, and exchange invoice data. Customers and suppliers pay nothing for Free Trade Zone, and PartMiner has obtained \$20 million in venture capital to fund the site for its spot-marketing service. If reverse auctions do not find enough suppliers, PartMiner will offer to find missing parts and mediate a deal to deliver them.

COMPANY NAME: IBM Corp (351245)  
SPECIAL FEATURE: Tables  
DESCRIPTORS: E-Purchasing; Part Ordering; Manufacturing; E-Commerce;  
**Internet** Marketing; Data Mining  
REVISION DATE: 20010331

20/5/1 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2001 The Gale Group. All rts. reserv.

09172308

Oil and gas web procurement site

US: **WELLBID** OIL AND GAS PROCUREMENT WEB SITE  
Energy Day Current Edition (ATR) 07 Oct 1999 p.1  
Language: ENGLISH

**WellBid** has launched an oil and gas procurement to streamline the industry's bidding process. It is designed to offer an online trading portal where vendors and engineers can meet, negotiate and advertise. The system will only operate in the US but the plan is to extend its applicability worldwide.

COMPANY: **WELLBID**

PRODUCT: Natural Gas (1312); Natural Gas Processing (1321); Crude Oil (1311); Oil (2910);  
EVENT: Product Design & Development (33);  
COUNTRY: United States (1USA);

25/5/1 (Item 1 from file: 65)  
DIALOG(R)File 65:Inside Conferences  
(c) 2001 BLDSC all rts. reserv. All rts. reserv.

00341034 INSIDE CONFERENCE ITEM ID: CN003222354

**Microscopy As a Tool in New Product Development**

Carruthers, B.; Livesay, J.; Wells, J.  
CONFERENCE: Cement microscopy-16th International conference  
PROCEEDINGS OF THE INTERNATIONAL CONFERENCE ON CEMENT MICROSCOPY, 1994;  
VOL 16 P: 323-330  
ICMA, 1994  
LANGUAGE: English DOCUMENT TYPE: Conference Papers  
CONFERENCE EDITOR(S): Gouda, G. R.; Nisperos, A.; Bayles, J.  
CONFERENCE SPONSOR: International Cement Microscopy Association  
CONFERENCE LOCATION: Richmond, VA  
CONFERENCE DATE: Apr 1994 (199404) (199404)

BRITISH LIBRARY ITEM LOCATION: 6844.543500

DESCRIPTORS: cement microscopy; ICMA

25/5/2 (Item 1 from file: 7)  
DIALOG(R)File 7:Social SciSearch(R)  
(c) 2001 Inst for Sci Info. All rts. reserv.

02999642 GENUINE ARTICLE#: WE282 NUMBER OF REFERENCES: 12

**TITLE: Covert speech behavior during a silent language recitation task**

AUTHOR(S): Livesay J; Liebke A; Samaras M; Stanley A  
CORPORATE SOURCE: CALIF INST HUMAN SCI, SCH PSYCHOL, 701 GARDEN VIEW  
CT/ENCINITAS/CA/92024 (REPRINT)

JOURNAL: PERCEPTUAL AND MOTOR SKILLS, 1996, V83, N3,2 (DEC), P1355-1362

PUBLISHER: PERCEPTUAL MOTOR SKILLS, PO BOX 9229, MISSOULA, MT 59807

ISSN: 0031-5125

LANGUAGE: English DOCUMENT TYPE: Article  
SUBFILE: CC SOCS--Current Contents, Social & Behavioral Sciences  
JOURNAL SUBJECT CATEGORY: PSYCHOLOGY, EXPERIMENTAL

**ABSTRACT:** This study tested the prediction that covert speech behavior measured electromyographically from the lips is significantly more prominent during a brief silent-language recitation task than a brief nonlanguage visualization task. Subjects were 20 right-handed, adult volunteers who agreed to participate. Subjects were tested in a multiple-baseline reversal design following an ABAB procedure whereby A1 and A2 were 30-sec. rest periods. B1 and B2 were alternatively assigned 30-sec. silent-language recitation and visualization-test periods, respectively. Subjects' dorsal lips and nondominant forearm EMG measures were taken during resting baseline and testing conditions. In addition, subjects' skin surface temperature and heartrate were measured during the rest and test conditions. For the silent-language task, subjects were asked to recite 'mentally' the Pledge of Allegiance to the flag. Subjects were instructed to 'imagine seeing' the American flag for the visualization task. Subjects' mean lip EMG activity increased significantly from rest to the silent-language recitation task, while no significant change in mean lip EMG was observed from rest to the visualization condition.

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MCGUIGAN FJ, 1978, COGNITIVE PSYCHOPHYS  
MCGUIGAN FJ, 1969, V3, P289, INTERAMERICAN J PSYC  
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OHAIR D, 1987, BIOPRO 0040 INSTRUCT  
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25/5/3 (Item 2 from file: 7)  
DIALOG(R)File 7:Social SciSearch(R)  
(c) 2001 Inst for Sci Info. All rts. reserv.

01350620 GENUINE ARTICLE#: ST515 NUMBER OF REFERENCES: 16  
TITLE: MAINTENANCE OF RESPONSE SUPPRESSION FOLLOWING OVERCORRECTION - A  
10-YEAR RETROSPECTIVE EXAMINATION OF 8 CASES  
AUTHOR(S): FOXX RM; LIVESAY J  
CORPORATE SOURCE: ANNA MENTAL HLTH & DEV CTR, DEPT TREATMENT DEV, 1000 N  
MAIN/ANNA//IL/62906  
JOURNAL: ANALYSIS AND INTERVENTION IN DEVELOPMENTAL DISABILITIES, 1984, V4  
, N1, P65-79  
LANGUAGE: ENGLISH DOCUMENT TYPE: ARTICLE  
SUBFILE: SOCSEARCH; CC SOCS  
JOURNAL SUBJECT CATEGORY: REHABILITATION  
CITED REFERENCES:

ANAL INTERVENTION DE, 1981, V1, P1  
BAILEY JS, 1981, V1, P45, ANAL INTERVENTION DE  
ELLIS NR, 1981, V1, P99, ANAL INTERVENTION DE  
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25/5/4 (Item 1 from file: 34)  
DIALOG(R)File 34:SciSearch(R) Cited Ref Sci  
(c) 2001 Inst for Sci Info. All rts. reserv.

07110831 Genuine Article#: 124FM Number of References: 0  
Title: Blood use in emergency coronary artery bypass after receipt of  
Abciximab during angioplasty.  
Author(s): Bracey A; Radovancevic R; Vaughn W; Ferguson J; Livesay J  
Corporate Source: ST LUKES EPISCOPAL HOSP, TEXAS HEART INST/HOUSTON//TX/  
Journal: TRANSFUSION, 1998, V38, N10, S (OCT), PS250-S250  
ISSN: 0041-1132 Publication date: 19981000  
Publisher: AMER ASSOC BLOOD BANKS, 8101 GLENBROOK RD, BETHESDA, MD  
20814-2749  
Language: English Document Type: MEETING ABSTRACT  
Geographic Location: USA  
Subfile: CC LIFE--Current Contents, Life Sciences; CC CLIN--Current  
Contents, Clinical Medicine;  
Journal Subject Category: HEMATOLOGY

25/5/5 (Item 1 from file: 434)  
DIALOG(R)File 434:SciSearch(R) Cited Ref Sci  
(c) 1998 Inst for Sci Info. All rts. reserv.

01660947 Genuine Article#: DT163 Number of References: 14  
Title: EFFECTS OF MEMBRANE STABILIZATION ON SAFETY OF HYPOTHERMIC ARREST  
AFTER AORTIC CROSS-CLAMPING  
Author(s): FEY K; FOLLETTE D; LIVESAY J; NELSON R; BUGYI H; DELAND E;  
BUCKBERG GD  
Corporate Source: UNIV CALIF LOS ANGELES, MED CTR, SCH MED, DIV THORAC  
SURG/LOS ANGELES//CA/90024  
Journal: CIRCULATION, 1977, V56, N3, P143-147  
Language: ENGLISH Document Type: ARTICLE

Geographic Location: USA  
Subfile: SciSearch  
Journal Subject Category: CARDIOVASCULAR SYSTEM; HEMATOLOGY  
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25/5/6 (Item 2 from file: 434)  
DIALOG(R) File 434:SciSearch(R) Cited Ref Sci  
(c) 1998 Inst for Sci Info. All rts. reserv.

01594948 Genuine Article#: DM619 Number of References: 20  
Title: STUDIES ON MYOCARDIAL REPERFUSION INJURY .1. FAVORABLE MODIFICATION  
BY ADJUSTING REPERFUSATE PH  
Author(s): FOLLETTE D; FEY K; LIVESAY J ; MALONEY JV; BUCKBERG GD  
Corporate Source: UNIV CALIF LOS ANGELES,MED CTR,DEPT SURG/LOS  
ANGELES//CA/90024  
Journal: SURGERY, 1977, V82, N1, P149-155  
Language: ENGLISH Document Type: ARTICLE  
Geographic Location: USA  
Subfile: SciSearch  
Journal Subject Category: SURGERY  
Cited References:

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25/5/7 (Item 3 from file: 434)  
DIALOG(R) File 434:SciSearch(R) Cited Ref Sci  
(c) 1998 Inst for Sci Info. All rts. reserv.

01037714 Genuine Article#: BR518 Number of References: 0  
Title: CORONARY BLOOD-FLOW ADAPTATION TO SUDDEN STRENUOUS AND NEAR-MAXIMAL  
EXERCISE  
Author(s): BARNARD RJ; DUNCAN HW; LIVESAY J  
Corporate Source: UNIV CALIF LOS ANGELES,DEPT SURG/LOS ANGELES//CA/90024;  
UNIV CALIF LOS ANGELES,DEPT KINESIOL/LOS ANGELES//CA/90024

Journal: MEDICINE AND SCIENCE IN SPORTS AND EXERCISE, 1976, V8, N1, P60-61  
Language: ENGLISH Document Type: MEETING ABSTRACT  
Geographic Location: USA  
Subfile: SciSearch; CC CLIN--Current Contents, Clinical Medicine  
Journal Subject Category: MEDICINE, MISCELLANEOUS; PHYSIOLOGY



File 348:EUROPEAN PATENTS 1978-2001/May W04  
(c) 2001 European Patent Office  
File 349:PCT Fulltext 1983-2001/UB=20010607, UT=20010531  
(c) 2001 WIPO/MicroPat

Set	Items	Description
S1	1	AU="LIVESAY JEFFERY A"
S2	1	PA="WELLOGIX":PA="WELLOGIX INC"
S3	0	S2 NOT S1

1/5/1 (Item 1 from file: 349)  
DIALOG(R)File 349:PCT Fulltext  
(c) 2001 WIPO/MicroPat. All rts. reserv.

00792480 \*\*Image available\*\*  
PROCESS AND SYSTEM FOR MATCHING BUYERS AND SELLERS OF GOODS AND/OR SERVICES  
PROCEDE ET SYSTEME DE MISE EN CORRESPONDANCE D'ACHETEURS ET DE VENDEURS DE  
BIENS ET/OU DE SERVICES

Patent Applicant/Assignee:

WELLOGIX INC, 12092 Wickchester, Suite 330, Houston, TX 77079, US, US  
(Residence), US (Nationality)

Inventor(s):

LIVESAY Jeffery A , 1619 Lakeshore Way, Houston, TX 77077, US

Legal Representative:

KENNEDY John T (et al) (agent), Dorsey & Whitney LLP, 370 Seventeenth  
St., Suite 4400, Denver, CO 80202-5644, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200125993 A1 20010412 (WO 0125993)  
Application: WO 2000US26711 20000928 (PCT/WO US0026711)  
Priority Application: US 99157315 19991001; US 99166960 19991123

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES  
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LR LS LT LU  
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA  
UG UG VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 23020

#### English Abstract

The present invention provides a process and a system for matching buyers and sellers of goods and/or services for a project. The invention enables a buyer to specify a project in terms of physical, functional, temporal, financial, and/or transactional parameters (102) which are then automatically converted, by the present invention, into at least one request for goods/services (104) needed to complete the project. The requests are suitably provided to at least one seller, who may be pre-identified by the buyer as a preferred seller. Upon receiving a request, the seller may submit a response to the request, as desired. Additionally, the invention provides a forum for the negotiation of any agreements and the formation of contracts to provide the requested, or alternative goods/services (106). Further, the present invention provides a system and process for targeting marketing to online buyers based upon profiles established for the buyers, profiles for the sellers, and the current on-line activities of a buyer. The targeted marketing features are preferably provided by utilizing Profile links which provide hyper links to a web page associated with a seller.

#### French Abstract

La presente invention concerne un procede et un systeme de mise en correspondance d'acheteurs et de vendeurs de biens et/ou de services pour un projet. L'invention permet a un acheteur de definir un projet selon des parametres physiques, fonctionnels, temporels, financiers et/ou transactionnels (102) qui sont alors automatiquement convertis, selon la presente invention, en au moins une requete de biens et/ou services (104) requis pour realiser le projet. Les requetes sont fournies en conformite a au moins un vendeur, qui peut etre prealablement identifie par l'acheteur en tant que vendeur privilegie. Lorsqu'il recoit la requete, le vendeur peut soumettre une reponse a la requete, telle quelle. Par ailleurs, l'invention prevoit un forum pour toute negociation d'accords et pour la conclusion de contrats en vue de fournir les biens/services

requis, ou des biens/services alternatifs (106). En outre, l'invention prévoit un système et un procédé de marche-cible à des acheteurs en ligne sur la base de profils établis des acheteurs, de profils de vendeurs, et les activités actuelles en ligne d'un l'acheteur. Les caractéristiques du marche-cible sont fournies de préférence au moyen de liaisons de profils qui permettent des hyper-liaisons à une page du Web associée à un vendeur.

Legal Status (Type, Date, Text)

Publication 20010412 A1 With international search report.

File 350:Derwent WPIX 1963-2001/UD,UM &UP=200132  
(c) 2001 Derwent Info Ltd  
File 347:JAPIO OCT 1976-2001/Feb(UPDATED 010604)  
(c) 2001 JPO & JAPIO  
File 344:CHINESE PATENTS ABS APR 1985-2001/May  
(c) 2001 EUROPEAN PATENT OFFICE

Set	Items	Description
S1	1	AU="LIVESAY J"

1/7/1 (Item 1 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

013191628 \*\*Image available\*\*

WPI Acc No: 2000-363501/200031

Wheelchair assembly, comprises an additional drive rim connected to gearing to provide different drive ratios other than direct 1:1 drive on the main wheel rim

Patent Assignee: UNIV WASHINGTON (UNIW )

Inventor: AL-A WADHI K; ALESHIRE R A; COUSINS A; LIVESAY J ; MARGHERITA A;

WOODWELL M J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 6047980	A	20000411	US 9750040	A	19970618	200031 B
			US 9899647	A	19980618	
			US 99226496	A	19990107	

Priority Applications (No Type Date): US 9750040 A 19970618; US 9899647 A 19980618; US 99226496 A 19990107

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 6047980	A		12	B62M-001/14	Provisional application US 9750040 Cont of application US 9899647

Abstract (Basic): US 6047980 A

NOVELTY - The wheelchair assembly (10) comprises a frame (12) that supports a chair (14). each wheel (18) is mounted on independent axle assemblies. Each wheel comprises a main drive rim (30) and a secondary drive rim (40). The secondary rim is provided with gearing such that different gear ratios can be achieved.

USE - Wheelchair drive units.

ADVANTAGE - The system enables different gear ratios such that the user can be assisted when there is greater resistance such as when they are ascending hills.

DESCRIPTION OF DRAWING(S) - The figure shows a perspective view of a typical wheelchair with the drive system mounted

Wheelchair assembly (10)

Frame (12)

chair (14)

Wheels (18)

Main drive rim (30)

Secondary drive rim (40)

pp; 12 DwgNo 1/10

Derwent Class: Q23

International Patent Class (Main): B62M-001/14

18/9/1 (Item 1 from file: 16)  
DIALOG(R) File 16: Gale Group PROMT(R)  
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06649546 Supplier Number: 55801298 (THIS IS THE FULLTEXT)  
**Primavera and PurchasePro.com to Create E-Commerce Marketplace for Construction Industry; PrimeContract.com to Bring Together Construction Companies, Project Owners and Suppliers for Buying and Selling of Construction Materials, Business Supplies and Services.**

Business Wire, p0203

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PHILADELPHIA--(BUSINESS WIRE)--Sept. 21, 1999--

Primavera Systems, Inc., the leading developer of integrated, scalable, **project management** software solutions, today announced that it has formed a strategic partnership with PurchasePro.com (NASDAQ:PPRO), a leading provider of **online business-to-business procurement** solutions, to create PrimeContract.com(TM), an e-commerce marketplace for construction companies, subcontractors, project owners and suppliers.

Subscribers to the site (www.primecontract.com) will be able to take advantage of the Internet to expedite their purchasing of construction materials, business supplies and services; streamline their sourcing of subcontractors required for project work; and efficiently review competitive bids and award project contracts.

The PrimeContract.com network will be powered by AEC Connect, PurchasePro.com's powerful Web-based search, bid, purchase/contract and payment technology.

AEC Connect will gather required planning and scheduling information from Primavera Project Planner(R) for the Enterprise (P3e(TM)), and exchange purchasing and procurement data, such as order, on-site delivery and material inspection dates, with Primavera's Expedition(R) for end-to-end project administration and contract management.

"The construction industry is ripe for e-commerce," commented Joel M. Koppelman, president of Primavera. "PrimeContract.com extends project management into the heart of purchasing and procurement of construction materials, components and services. In executing their well-crafted plans and schedules, contractors will be able to buyout the job more economically and make sure that everything arrives on-site in time. Additionally, contractors will have the ability to source globally, **evaluate** and propose **alternatives** and substitutes that meet performance specifications, lower their transaction costs, and eventually obtain lower prices by buying collectively. All of this means better, cheaper, and faster results for facility owners and operators."

Primavera's installed base of more than 250,000 users gives PurchasePro access to the largest engineering and construction firms in the world. Bringing together the disciplines of project management and construction purchasing is a natural combination, as 72% of construction project managers perform construction-related purchasing. (1)

Forrester Research projects that U.S. business trade on the Internet will explode from \$43 billion in 1998 to \$1.3 trillion in 2003. (2) With the total construction market in the U.S. reaching \$652 billion in 1998 (3), according to Engineering News Record, "we believe that construction-related e-commerce will mirror overall e-commerce trends," continued Koppelman.

PrimeContract.com will extend the efficiencies of electronic commerce to construction-project-related purchasing by connecting buyers and sellers of construction products and services nationwide. It will reduce the time and costs associated with procurement by finding the right suppliers, enabling online competitive bidding and improving the record-keeping associated with the purchasing process.

Buyers will be able to quickly and easily compare product offerings from different manufacturers, as well as solicit pricing and availability, putting buyers in a position to make the best purchasing decisions for their projects.

Construction managers, general contractors and project owners will also turn to PrimeContract.com to improve their subcontract bidding

process. Construction companies can easily submit bid documents and specifications to solicit competitive bids for subcontracted work.

They can route RFQs/RFPs to approved contractors, or search for matching contractors according to attributes such as CSI (Construction Specifications Institute) classification, geographic location, specialty, minority status, licensing and bonding. Eligible contractors and suppliers are notified of pending project bids and may then respond electronically.

Their responses are automatically organized into bid summary spreadsheets for review and award.

Buyers can anticipate an immediate ROI from reduced costs associated with the processing of purchase orders, more competitive prices and overall supply-chain efficiencies. Sellers will find new opportunities to increase sales by expanding their customer base and effectively communicating their product line and pricing.

Construction companies and suppliers can subscribe to PrimeContract.com, enabling them to participate as both buyer and seller. For more information on PrimeContract.com, please call John Statts, Expedition business development director, at 610/949-6763, or email [jstatts@primavera.com](mailto:jstatts@primavera.com).

#### About Expedition

The Expedition product line offers complete project administration and contract management tools that address the demands of multiuser, multiproject, and multisite environments. Through its design review and submittal functionality, Expedition helps ensure all materials necessary for a project are designed, specified, ordered and delivered on time to avoid delays.

Expedition helps manage all changes -- from differing site conditions to plan modifications -- that occur from the inception of a project, ensuring that all change documents are recorded, costed and tracked through to resolution.

Expedition Express(TM) delivers secure, Web-based access to this project information to ensure timely response to RFIs, submittals, and meeting minutes business items, empowering the entire project team to work together in real time to finish projects sooner.

#### About PurchasePro.com

PurchasePro.com, Inc. is a leading provider of Internet business-to-business electronic commerce services. Their e-commerce solution is comprised of public and private e-marketplaces where business can buy and sell a wide range of products and services in an efficient, competitive and cost-effective manner.

Customers include large organizations such as Building One, Caesars Palace, Carnival Cruise Lines, Cincinnati Bell, Circus Circus Enterprises, Greater Phoenix Chamber of Commerce, MGM Grand, Mission Industries, Nevada Power Company, and Park Place Entertainment.

In addition, Purchase Pro is developing private e-marketplaces for several organizations, including the American Association of Franchisees and Dealers. The Company provides extensive support and training programs.

For more information, call toll free at 888/830-4600 or in Las Vegas at 702/316-7000. You can also access PurchasePro.com, Inc. at its Web site, [www.purchasepro.com](http://www.purchasepro.com).

#### About Primavera Systems

Founded in 1983, Primavera Systems, Inc. is the leading provider of innovative project management software and services to help customers successfully manage their projects and resources.

The company serves a broad range of industries, including engineering, construction, utilities, energy, technology, telecommunications, chemical processing, financial services, manufacturing, aerospace and defense.

Primavera's product line includes Primavera Project Planner(R) (P3(R)), Expedition(R), TeamPlay(TM) and SureTrak Project Manager(R) (SureTrak (R)). The company is headquartered in Bala Cynwyd, Pennsylvania with offices in Chicago, New Hampshire, New York, San Francisco, Hong Kong and London.

More information about Primavera and its products is available via the World Wide Web at <http://www.primavera.com>.

(1) Construction Financial Management Association (2) Forrester Research, Inc.; December 17, 1998 (3) Engineering News Record

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